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A Bosnian government soldier in Sarajevo sprinting to escape Serbian sniper fire, while in Bihac the Serbs closed in.

Europe's Menacing New Divisions

By Roger Cohen New York Times Service

SARAJEVO. Bosnia-Herzegovina — Five years after the fall of the Berlin Wall, Checkpoint Charbe has moved 600 miles southeast to a bridge over the Miljacka River in Sarajevo, where coils of barbed wire and occasional tearful family reunions testify to the new divisions of Eu-

Here at the bridge, Benjamin Hamido-vic, a Bosnian Muslim, stands guard. He gazes out, past the wire and the French UN soldiers in their blue belmets, to the far side, held and guarded by Bosnian

Serbs. It is very close, the other bank, but cerily distant — another land in a severed

city.

The division at this bridge is new but no

NEWS ANALYSIS less treacherous than the old one between

Cold War ideologies. Mr. Hamidovic is one of the myriad people who have already fallen victim to the ethnic and religious conflicts that lurked beneath the clamp of communism and have since erupted, revealing the fragility of the societies and borders once behind the Iron Curtain. As yet, the West bas found no coherent response to these conflicts; indeed, the United States and Western Europe have been divided by them. Their failure to work together to end the Bosnian war suggests that the security of Europe, now lacking effective guarantees, will be uncertain for many years.

Economic progress and political opening were supposed to follow communism in Eastern Europe. They were the logical consequence of what the West saw as its victory over totalitarianism.

Instead, the Caucasus has erupted, and

See DIVISIONS, Page 6

A Cultural Revolution: Sex Talk in China

By Patrick E. Tyler New York Times Service

BELJING - A sexual revolution of sorts is under way in China, not because the world's largest population has just discovered sex but because it is discovering how to talk about it.

In newspaper columns, on radio talk shows and over dinner, the Chinese are discussing sex, how to enjoy it and how to deal with its consequences more than at any time in this century.

And what they are discovering is that even though millions of Chinese have already thrown off the sexual constraints of

By Stephen C. Fehr

Washington Pan Service
WASHINGTON — When he grows up.

Matthew Dulles de Bara will regale his friends with the story of why his middle

name is the same as an airport in Virginia

and why his birth certificate says "in

Matthew's parents and 3-year-old sister boarded TWA Flight 265 in New York on

Wednesday, bound for Orlando, Florida,

on an L-1011 packed with 213 passengers.

pregnant, had woken that morning with

pain that she first thought was indigestion.

She bad called her doctor as a precaution,

and he had assured her that the pain was

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Theresa de Bara, nearly seven months

flight" for the place of his birth. Here's what he will tell them:

A Laborious Florida Flight

(And a Boy Named Dulles)

the orthodox Communist era, China is still struggling against buge pockets of igno-rance as it tries to normalize the role of sex

Some Chinese "are still very shy about sex," said Wen Jingfang, the proprietor of Beijing's only shop for sexual aids, called the Adam and Eve Health Care Center. "With so much shyness, scientific

knowledge about sex cannot spread widely," he added. The Chinese couple that everyone seems

to be talking about this fall may be most famous not for what they did but for what they failed to do during more than a year

probably false labor and that it was all

altitude of 30,000 feet, the pain increased.

Seated next to Theresa toward the rear of

"The pain just got worse," Mr. de Bara said over the weekend at the Virginia bos-

pital where Matthew was in critical but

stable condition. "She was holding onto

About a half-hour into the flight, the de

Baras told a flight attendant they needed

help. Mrs. de Bara was bent over in pain,

Steven M. Rachlin was sitting with his

family when a flight attendant got on the

public-address system and asked for a doc-

tor. Dr. Rachlin, a Long Island internist,

said, "and then I was on an airplane being

asked to deliver a baby. I was in an altered

Dr. Rachlin examined Mrs. de Bara, now stretched out across five seats. He,

too, thought that her pains were false la-

bor. But the contractions grew more fre-

See A BOY!, Page 6

"Here I was on a vacation to relax," he

once delivered a baby - 13 years ago.

and contractions had started.

my hand and sticking her nails into me."

the plane was her husband, Santiago.

But as the plane climbed to its cruising

right to make the trip.

of marriage: have sex. Their story has been publicized on the front pages of official newspapers and has been tittered about on late-night radio shows.

The official Legal Daily, which reported their amorous ineptitude this year, spared them the mortification of public identification. But their loss of face occurred when the newspaper reported that after months of trying to conceive a child, the couple sought the advice of a doctor, who discovered that the wife had remained a virgin.

Both highly educated university lectur-See CHINA, Page 6

Pentagon Holds No Hope Of Reversing Serb Gains

UN Turns Down Last-Ditch Strike

By John Pomfret

Washington Post Service
ZAGREB, Croatia — The UN Protection Force in the former Yugoslavia has rejected a NATO request to destroy Serbian anti-aircraft missile sites around the besieged Bihac "safe area" in what one military official described Sunday as "the last NATO hid for an air strike in Bihac and possibly in Bosnia as well."
Western military officials said the Unit-

ed Nations mission in Zagreb had rebuffed the NATO request Saturday to hit approximately six surface-to-air missile sites in both northwestern Bosnia and Serbianheld territory in neighboring Croatia.
"We won't be able to do anything to

protect the people in Bihac unless we re-move that problem," a Western official

said: "But we can't get approval."

The air strike would have been the most militarily significant NATO action in Bosma's war and come at a time of growing differences between NATO members, specifically the United States on one side and Britain and France on the other, about what to do in Bosnia. (Page 6)

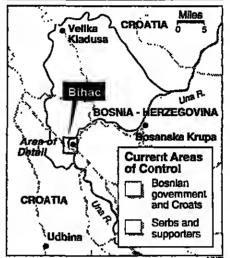
UN sources said it was rejected because of fears that the Bosnian and Croatian Serbs, who have launched a concerted and coordinated assault on the Bihac enclave, would respond by killing peacekeepers. Serbian forces in eastern Bosnia detained 150 more UN soldiers Sunday, mostly British and Dutch troops, to bring their hostage total to about 400. UN officials

Sources added that UN officials also turned down the request because of negotiations about a cease-fire around the Bihac safe area.

Late Sunday, the Bosnian government accepted the deal, which would force Muslim troops to abandon the area for other, more dangerous parts of the Bihac pocket in exchange for a commitment by UN forces to protect the area and the 70,000 mostly Muslim civilians trapped inside.

For their part, the Serbs, who had not yet responded to the plan, would be forced to withdraw from the safe zone, although they currently hold one-third of it.





Under the cease-fire deal, the Bosnian Serbs would effectively obtain what their leader, Radovan Karadzic, has said be wants: the neutralization of the Bosnian Army's 5th Corps as a fighting force. How-ever, the Serbs would not gain control of a rail link that runs through Bihac town and that could connect the Serbian-held city of Banja Luka in Bosnia with Knin, the headquarters of the Croatian Serbs.
UN officials have said one reason wby

the Serbs bave pressed their offensive into the safe area is to grab the railroad, which

See BIHAC, Page 6

Gaza Police and Militants

Maintain a Fragile Peace

By Barton Gellman Washington Pan Service
GAZA — Ten days after what Gazans

are calling Bloody Friday, when Palestinian police turned their guns on Islamic militants, Yasser Arafat's self-rule authority and its religious foes are struggling to pull hack from the brink of open

A hrittle accord averted a reprise at a large Islamic rally on Saturday of the Nov. 18 bloodshed, in which at least 12 died and more than 100 were wounded. This time, the police steered clear as a crowd of more than 10,000 demonstrators burned an Israeli flag and pledged to wage a holy war against Israel.

But the effort by the militants to turn their fight with Mr. Arafat, chairman of the Palestine Liberation Organization. toward Israel bears the seeds of renewed lighting among Palestinians as well.

Emad Faluji, a leader of the Islamic Resistance Movement, or Hamas, said that his organization would no longer refrain from attacking Israeli soldiers and settlers in the Gaza Strip.

That threat, which resulted in a series of small strikes last week, undercuts a central basis for détente with Mr. Ara-fat's self-rule authority. The PLO chairman is required by his peace agreement with Israel to stop such attacks in his jurisdiction, and Prime Minister Yitzhak Rabin intends to hold him to his word.

"Any act against settlers is a wrong act, for the simple reason that there is a peace agreement, which we bave to respect," the Palestinian police chief, Ghazi Jahali, said on Saturday.

"The country is open for them to do whatever they want," he added, referring to the militants. "Why do they insist on doing it here? The heroic acts are not here, they are somewhere else, and they

the Islamic fundamentalists have issued ritual calls for unity, their mutual contempt is manifest.
Mr. Faluji and other Hamas leaders

Although the self-rule authority and

now openly call Mr. Arafat a stooge of Israel, a provocation they used to leave

See GAZA, Page 6

Kiosk

Norway Voting On Joining EU

OSLO (Reuters) - Norwegians began voting on Sunday on whether their country should join the European Union in a two-day referendum that has turned into a cliffhanger.

Pollsters agreed that the outcome was an open question because the pro-EU lobby had rallied in the last week, undermining the comfortable lead held for months by the anti-EU camp.

Voting was taking place Sunday in 220 of the country's 435 communities. It will spread to all communities on Monday, and the result will be known late Monday or, if the race is very close, early Tuesday. The referendum is nonbinding, but the Labor Party government has said it will accept the outcome even if it is "no." The anti-EU opposition, however, has threatened to block ratification of a narrow "yes" vote in Parliament.

Books Page 7. Bridge Page 7. Crossword Weather



Page 19. A pony in Oslo firmly in the "yes" camp on Sunday as Norwegians began Page 20. voting in a two-day referendum on whether to join the European Union.

Diplomacy Fails, Perry Concedes

By Paul F. Horvitz

WASHINGTON — The United States on Sunday offered its most pessimistic assessment to date of the conflict in Bosnia, with Defense Secretary William J. Perry declaring that diplomacy had failed, that Muslim forces cannot recapture lost territory and that NATO air strikes will not influence the battle for the UN-designated safe area of Bihac.

The secretary offered no new options for ending the fighting in Bosnia and said that a force of 2,000 U.S. Marines ordered to stand by on three ships off the coast of Bosnia had been dispatched strictly for rescue operations

U.S. policy, Mr. Perry said in a hroadcast interview, would focus on prevenuing any spread of the conflict beyond the borders of Bonsia-Herzegovina, though be declined to say where any "line in the sand"

might be drawn. He conceded that diplomacy hy the fivenation "contact group" composed of the United States, Russia, Germany, France and Britain "has not succeeded in stopping the war.'

Assessing the ground combat in and around the Muslim enclave of Bihac, Mr. Perry noted that the North Atlantic Treaty Organization would only order fighter-bombers to attack if requested by the Unit-ed Nations. Without UN orders, he said. NATO is "powerless" to influence events.

"Even if they were to ask for air strikes." be stressed, "the air strikes cannot determine the outcome of the ground combat. They can punish the Serbs, but they cannot determine the outcome of the ground com-

It seems, he added, that the Serbs "bave demonstrated military superiority on the

more U.S. ground forces to the region. because it would take hundreds of thousand the region of the second transfer in the second transfe sands of troops, accompanied by heavy weapons, to affect the outcome of the fighting in Bosnia. And he concluded that there was "no prospect" of Muslim forces winning back any of the roughly 70 percent of Bosnian territory controlled by Serbian fighters.

The Pentagon announced on Friday that 2,000 Marines would be stationed off the Bonian coast "to support UN, NATO and U.S. military personnel in the area." Mr. Perry suggested on Sunday that a primary role for the Marines would be to rescue any pilots whose aircraft are shot down.

Meanwhile Senator Bob Dole signaled Sunday that Republicans may step up their pressure on the administration of President Bill Clinton when Congress changes in January from Democratic to Republican control.

Mr. Dole, leader of the Republicans in See WAR, Page 6

Third Reich **Deserters Want Names Cleared**

By Rick Atkinson

Washington Post Service
BERLIN — More than a half-century ago, Seaman Ludwig Baumann tried to run from the war he had grown to detest. He has been running ever since.

Arrested in civilian clothes on June 3, 1942, when he tried to slip out of occupied France, the German sailor was court-martialed for desertion and condemned to execution by firing squad. Mr. Baumann's, death sentence was eventually commuted to a long prison term, and he spent the rest of World War II in a German penal camp before being liberated by Soviet troops.

Although Mr. Baumann survived Nazi justice, the war pursues him to this day: in the anonymous letters accusing him of cowardice; in the German legal system, which still considers him a convicted felon; in the recurrent nightmares of being led in shackles by his executioners.

Now 72 and living in Bremen, Mr. Baumann has devoted the final years of his life to battling what he — and a growing number of German historians and politicians - see as the unfair stigma attached to those who rejected Hitler's war hy fleeing.

Of some 22,500 German soldiers sentenced to death for desertion, approximately 15,000 were shot or guillotined. More than 5,000 others were condemned for "defeatism" or "subversion of national defense," offenses that included denouncing Hitler or criticizing the war. Of those who escaped execution, all but a few hundred died in prison or in the five decades since the war ended.

In an emotional debate that is part of a broader anguish over why so few Germans resisted Hitler's Third Reich, the Bonn Parliament failed to find common ground this fall in re-evaluating the legal status of deserters. Mr. Baumann and his supporters want a general annulment of sentences by Nazi military courts. They also want formal government recognition that such punishments were unjust because they

See DESERTERS, Page 2

Q&A: A Man of Both Sides on Germany's Internal Frictions

Leipzig right after the fall of the Berlin Wall and was elected mayor of the East German city in 1990. He spoke about his political experiences, the pace of reunification and friction between Eastern and Western Germany in an interview in Leipzig with Brandon Mitchener of the International

Q. Leipzig is the fastest-growing town in Eastern Germany. There are construction cranes everywhere. But the initial flood of contracts is already beginning to dry up. Could the boom go bust?

A. I'm not an economist, but I've learned to mistrust forecasts. Everything the learned economists said in 1990 was rubbish. I always said unification would take a long time and be immensely difficult — a national and there, small and medium-sized challenge that is only comparable companies, sometimes spin-offs with the wars we fought here. Then,

Hinrich Lehmann-Grube, a former we mobilized all the nation's redeputy mayor in Hannover, moved to sources. Now we have the duty to mobilize our national resources for a peaceful purpose, not for a stupid war, and Bonn has been acting as if this were a minor oil crisis.

The political class in Western Germany completely missed the dimension. Some bave only begun to see it,

MONDAY Q&A

and many still don't see it for what it is. But some bave begun to understand. It took Chancellor Kohl two or three years to catch on. But I don't think you can compare this boom with a normal economic cycle. It's

something completely different. I don't deny we still have big problems, but I'm happy for every construction site. We can try to restore equilibrium by establishing the prerequisites for industrial production. Things are beginning to move. Here and there, small and medium-sized ates, are beginning to establish them-

I'm optimistic there will be a reasonable balance in another 10 to 15 years. It may be that we are so integrated into the world economy by then that we fall prey to international economic cycles, but I don't expect the current boom to fail. I expect industrial production to kick in and keep it going.

O. A Dresden court recently sentenced a West German to pay a fine for calling an East German a "stupid Ossi," effectively declaring the sec-ond word, which everyone uses, a four-letter word. Are East Germans fed up at being patronized by "Wes-

A. I use both words with abandon and don't think it's worth making a big deal out of. There are raw nerves tension, but I remind people constantly that Prussia and Bavaria also experienced years of tension. When Germany unified there was a lot of euphoria. We said we're not

just unified, we were one. It wasn't until the following years that people realized how different we are. Fortyfive years of the German Democratic Republic left a mark. But the Ossis wanted unification, which I always emphasize. Now they are always adapting, and that makes them tired. If you have a brother who always acts

superior, you get tension in even the best families. Q. Nevertheless, there is a certain bitterness in the air. Many East Germans complain that unification has been a one-way street. What aspects of the East German experience would you like to see transplanted in

A. It is very difficult to transfer experiences, but the people in Eastern Germany have had to adapt quickly. People knew things couldn't remain the same and are extremely willing to change. I'd like to recom-mend that to the West.

Q. Many Ossis resent the fact that Wessis like yourself control so many

offices in the region. When will Ossis be ready to assume responsibility?

A. In unification - which was really an annexation — the people of the German Democratic Republic threw all their institutions on the rubbish heap of history. Few realized what they were doing. We're now experiencing the natural, unavoid-able consequences. A lot of Wessis were tactless in the beginning. That's regrettable.

But when everything bere began to follow a different drumbeat, a lot of Ossis couldn't march in step. For many offices, the only qualified can-didates came from the West. I tried to fill every office I could with local people — the head of my personnel department is a mathematician, one of my deputies is a physicist. But the head of my economics office is a Wessi because be had to do things no Ossi knew how to do. I see myself as someone who was needed as an ambassador to the West to sow understanding for what's happening here.

WORLD BRIEFS

Saddam Takes Over Iraq Diplomacy

BAGHDAD (Reuters) - President Saddam Hussein has taken personal charge of Iraq's foreign policy, according to a newspaper article signed by the president's oldest son and published on

Sunday.

The article said that "the leader is now assuming in a direct manner" responsibility for "the subject of Iraqi diplomacy." It was published on the front page of the newspaper Babil, which is owned by Mr. Saddam's son, Uday.

The paper did not say when the Iraqi president had started directing foreign policy. But it attributed "changes at the UN Security Council" on how to deal with sanctions on Iraq to his diplomatic efforts.

30 New Cardinals Invested by Pope

VATICAN CITY (Reuters) — Pope John Paul II invested 30 new cardinals, including the Roman Catholic leader of Bosnia, on Sunday and told them that they should be ready to die for the church and their people.

The Pope completed two days of investiture ceremonies for the new prelates, some of whom will be entrusted with electing his successor after he dies, with a Mass in St. Peter's Basilica during

which he gave them the ring of office.

In his sermon, the Pope, 74, said that a cardinal's red garb was intentionally the color of blood to remind them of the early church martyrs. "In receiving the cardinal's dress, each of you hears the call to be ready to shed blood if Christ asks for it," he said.

Berlusconi to Try to Placate Coalition:

ROME (Reuters) -- Prime Minister Silvio Berlusconi, battling to hold on to power despite a corruption inquiry, will seek to make crucial deals with coalition partners and trade unions in the next

few days.

The billionaire businessman won some breathing space over the weekend when his questioning by Milan magistrates over corrup-tion allegations was postponed. The session did not take placed because Mr. Berluscont's lawyer, Giuseppe De Luca, was unwell. A new date has not been set, but newspapers said Mr. Berlusconi could meet the magistrates as early as Monday.

The prime minister must now win the backing of coalition partners at a cabinet session on Tuesday and then seek a compromise with unions on Wednesday to avert an eight-hour general strike planned for Friday.

Chechen Rebels Concede Weakness

TOLSTOY-YURT, Russia (Reuters) - Moscow-backed rebel fighters in the breakaway region of Chechnya conceded Sunday that they needed more help after the failure of their military attempt to depose the Chechen leader Dzhokar Dudayev.

The rebels attacked the capital, Grozny, with tanks late Friday but were pushed back by forces loyal to General Dudayev. A senior rebel official, Gersolt Elmurzayev, said the defeat stemmed from a "lack of professionalism among our military"

Polisario Deputy Wants New War

ALGIERS (AP) - The No. 2 leader of the Polisario Front said Sunday that he wanted the United Nations to withdraw its mission from the disputed Western Sahara so his guerrilla organization could resume combat.

The remarks cast a shadow over UN efforts to organize areferendum to determine the future of the territory, claimed by, Morocco since 1975. They were made at a news conference in Tindouf, in southwestern Algeria, as the UN secretary-general, Butros Butros-Ghali, visited refugee districts there and met with

Polisario leaders.

Bachir Mustapha-Sayed said that Sahrawi "hope that Butros-Ghali will make good on his threat to withdraw the United Nations from the Western Sahara so the armed struggle can be resumed." He was quoted by the official Algerian APS news agency. It was not clear whether he reflected the views of the Polisario leader, Mohammed Abdelaziz, who called for direct, negotiations with Morocco to resolve differences in an interview published Sunday in El Moudjahid, the Algerian pro-government,

For the Record

Lebakura-Heikki Saukimena/Remars

There are no clear answers to

these questions in Germany to-

day, only opinions and more

a position to plant a bomb against Hitler," said Norbert Haase, a military historian and

author of "German Descriers."

"Besides, deserters are not mo-

tivated by a desire to overthrow

a regime. But desertion is a

form of resistance for the sim-

Those seeking a blanket par-don contend that reviewing

cases individually is impractical

because many records were de-

stroyed as the war drew to a

close, either by the Allied

bombing of army archives in

Potsdam or by German military

judges anxious to thwart war

executed rarely have a strong

advocate trying to clear their

names today, while deserters

still living tend to be old, feeble or disinclined to exhume the

Parliament long ago annulled sentences passed on civilian de-

fendants by the infamous Nazi

People's Court. But the endur-

ing stature of court-martial

convictions reflects both the

continued influence of military

judges, some of whom served in

Furthermore, those who were

crimes investigators.

"A simple soldier was not in

questions.

ple soldier."

Suspected neo-Nazis desecrated a Jewish cemetery in Busenberg, in western Germany, damaging 50 to 60 graves and scrawl.". (AFP)

TRAVEL UPDATE

Egypt's 'Aïda' Staging: No High Note

LUXOR, Egypt (Reuters) — High prices, poor advertising and security concerns have set back the Egyptian government's attempt to draw in foreign tourists with a \$3.5 million production of Verdi's opera "Aīda," travel agents said.

Ψć,

mar.

About 75 percent of the seats were filled for the opening night at the pharaonic temple of Queen Hatshepsut near the southern town of Luxor on Saturday, many of them with Cairo-based guests of the government. The Cairo Opera House, organizer of the event in conjunction with the Ministry of Culture, has canceled the last three of six performances originally planned because:

it could not fill seats at up to \$350 each. The government's guests also dominated the \$150-a-head gala buffet at the luxurious Winter Palace Hotel. The government bad hoped the opera would show that all was well in southern Egypt. where Muslim militants have killed seven tourists in a two-year campaign to embarrass the government.

Trains returned to Strasbourg for the first time in more than 30 years over the weekend. Five years after deciding to revive the system, authorities in the home of the European Parliament; inaugurated the new 10 kilometers (6 miles) of track with 18 stops that run throughout the city.

The new Zhuhai airport in southern China's booming Guangdong Province is expected to be working by February, the Xinhua news agency reported Sunday. The airport reportedly will be able to handle more than 12 million passengers and about 400,000 tons

Opposition parties have called a general strike in Bombay on Monday to protest police action that resulted in the deaths of 130. demonstrators in a stampede last week. The strike is expected to: halt public transportation in the city, and the domestic carrier Indian Airlines said some flights may be canceled.

This Week's Holidays

Banking and government offices will be closed or services curtailed in the following countries and their dependencies this week because of national and religious holidays:

MONDAY: Albania, Chad, Israel, Mauritania, Panoma TUESDAY: Albania, Liberia, Serbia.

WEDNESDAY: Barbados, Philippines, Yemen. Serbia.

THURSDAY: Central African Republic, Chad, Macao, Mexico, Portugal,

FRIDAY: United Arab Emirates. · Sources: J.P. Morgan, Reuters,

Major Plays on Unpopularity In Crucial Parliamentary Vote

By Fred Barbash

LONDON -- Prime Minister John Major and his Conservative government confront on Monday night a make-or-break parliamentary vote that is certain, whichever way it turns out. to inflict a serious wound on an already badly scarred ruling

The gambit leading to Monday's showdown is one of the strangest in recent British politics. Actually, it is among the strangest in politics anywhere, for it revolves around a political leader attempting to use his

own unpopularity for leverage.

If Mr. Major stumbles, his government will collapse. If he brings it off, which is likely, he will prove, at best, that nothing succeeds like failure.

The issue confronting Parliament is approval of the country's regular financial contribution to the European Union, not, on its face, a sexy matter. Within the Conservative Party. however, Mr. Major is bedeviled by a contingent variously known as the "Euroskeptics," perverse. If Mr. Major and his the "Eurorebels" or, at the exiled by a contingent variously known as the "Euroskeptics,"

grounds for a brawl. known that they would fight the narily unpopular, according to bill. With the Conservatives all polls for the past two years, holding a slim majority of 14 in commanding at best 25 percent the 651-member House of electoral support. Conserva-Commons, the defections could

Having won a divisive inter-nal battle in 1993 over another matter of European integration
—the Maastricht treaty—only
after a humiliating internal battle, Mr. Major determined that

He announced that he and his cabinet would treat the vote on the contribution as a "vote of confidence." If it went down, he said, he would call for a dissolution of Parliament and new elections. To show that he was not bluffing, his entire cabinet agreed to what is being called a "suicide pact," stating that they would all resign if the

vote on Monday was "no."

1884

CHRONOMAT

At a time when instruments unerringly cope with Mach 1 flight data,

continued improvements to the mechanical chronograph simply

underscore that there's more to time than technology. A movement's

intricate beauty or a hand-polished case's lustrous gleam do put

Like the Concorde, the world's first but surely not last supersonic transport,

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well as outstanding technical performance.

treme, the "Europhobes," for lar in Britain, his enemies withwhom any measure involving in the party would have liked European integration is nothing better than to see a new election and a new prime minis-Some time ago, they made it ter. In fact, they are extraorditives consider themselves fortunate that no election is required

until 1997. Massive disfavor in the country at large was thus the linch-pin of Mr. Major's threat. That, coupled with some bludgeoning tle, Mr. Major determined that by party whips, appears to have he had to make a show of force. badly eroded the numbers of deputies willing to oppose the EU contribution. Vote counters on both sides now predict he will win.

Reports Sunday morning. however, suggested that his victory will not bolster his position in the party. Indeed, Conservatives angered by the tactic Mr. Major chose are reportedly now preparing to challenge his leadership of the party.

While their chances of success are slim, the entire episode has delighted the new Labor Party leader, Tony Blair, who declared in the House of Commons last week that the government had only proven itself "an ill-disciplined rabble incapable of governing this country.

DEATH NOTICE

Henry Herman Harjes II died at Greenbrac, California, on October 31, 1994 at age 82. His remains arrived by Air France in Paris on November 22, for mment in the Harjes Mauroleum, Cimetico des Gonards, Versailles, Dean E. Hunt of the

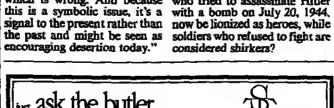
American Cathedral officiated. Mr Harjes' grandfather, John H Harjes, founded the bank firm of Drexel & Harjes in 1868 which became Morgan & Harjes in later years. The bank remained Morgan & Hartes until the death of son H. Herman Harjes Sr. in 1927 from a Polo accident in Deauville, H. Hennan Harles II was goo young to carry on the name, so the bank became Mongan & Cie and later, Morgan Guaranty Trust Company where it still

is in operation at 14 Place Vendiume. His grandfather John H. Harjes founded and funded the American Hospital, the American Cathedral in Paris, gave the statue of Benjamin Franklin at the Trocadero as well as many other nudor contributions by the Harles family to the City of Paris.

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Continued from Page 1

illicit judicial system.

were meted out by a corrupt,

The German Defense Minis-

try - and, thus far, a parlia-

mentary majority — oppose any blanket amnesty. Pardons

should be granted only after the

review of individual cases, op-

ponents contend, because many

a deserter left his comrades in

the hurch just to save his own

skin. Moreover, exonerating

those who fled suggests that

every soldier who had the

courage to stick with it" made

an illegitimate choice on behalf

of Hitler's regime, as the con-

servative politician Norbert

"It's a two-edged sword," said Michael Wolffsohn, a po-

litical science professor in Mu-nich. "If you have a general

amnesty for deserters, you im-

ply that those who did not de-

sert were active collaborators.

Geis put it.

In its immediate impact, legal rehabilitation would have little effect other than to compensate some surviving deserters for time they spent in Nazi prisons. But like so many questions of 20th-century German history, the issue has a transcendent power, beset with conflicting claims of justice and injustice,

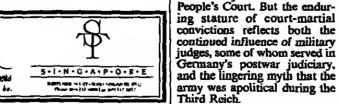
MEMORIAL AT SEA - A wreath being thrown into the Baltic during a service for

the more than 900 people who died there when the ferry Estonia sank in September.

DESERTERS: Germans Want Their Names Cleared

innocence and guilt, righteousness and iniquity. Why, for example, should World War II deserters still be considered pariahs, while East German Army deserters were welcomed with open arms by West Germany before the Berlin Wall fell in 1989?

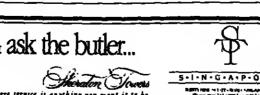
Why should an amnesty be extended to those who collaborated with the East German Stasi secret police - a proposal now gaining momentum while those convicted of subverting the Third Reich remain tainted with felony convictions? Why should the army officers who tried to assassinate Hitler which is wrong. And because who tried to assassinate Hitler this is a symbolic issue, it's a with a bomb on July 20, 1944.





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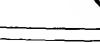
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THE AMERICAS / LOOKING FOR PARALLELS Clinton Delves Into Past Defeats in Search of Lessons About Latest Setback

By David Maraniss

Washington Past Service
WASHINGTON — There stood Bill Clinton, suddenly rendered irrelevant, watching in bewilderment as the college boys in the electionnight crowd chanted the name of his opponent, hoisted the fellow onto heir shoulders and carried him

NEWS ANALYSIS

 $\mathbf{1}\,\mathbf{b}_{\mathbf{v}\,\mathbf{p}_{\mathbf{q}_{\mathbf{p}}}}$

around the room in triumph. It was March 10, 1967, on the Georgetown University campus, and Mr. Clinton, at the dawn of his electoral career, was experiencing an early bitter taste of political rejection.

In his first two years at Georgetown, Mr. Clinton was twice elected to lead his class. But by the spring of his junior year, when he sought the presidency of the student council, his peers had grown tired of him. Now they were discarding him for tively characterized Mr. Clinton as a defender of the status quo while positioning himself as a populist agent is no way out. of reform and change - an early

It is a considerable distance from that college election in the '60s to the national political stage of 1994, where the long-ago loser now sits in the White House. But one path to understanding President Clinton's precarious situation today starts with his earlier moments of defeat.

The telling irony of Mr. Clinton's career is that for someone who was elected governor five times and who reached his long-sought goal of the presidency at a relatively early age. the style and substance of his political persona have been shaped more by rebuke than acclaim. Repudiation is a recurrent theme in his rise to power, as much a factor as persis-

The essential question now is an early appearance at the Demo-whether any of the lessons he cratic National Convention; launchlearned from earlier rejections can Terry Modglin, a self-described help him recover or, alternatively, square, who had nonetheless effec- whether the cumulative effect of his previous responses has led him finally to a predicament from which there

In the days since the Nov. 8 elec-

different from any he has faced betion was drawn away from him so ohviously, making him seem passé, was in May and June 1992, when Ross Perot's presidential fever was

"But where we can see the paral-lel, there are no parallel solutions," acknowledged Paul Begala, one of Mr. Clinton's political consultants.

at its highest.

Mr. Clinton regained his stature that summer with dramatic acts of symbolism: playing the saxophone on a late-night talk show; walking on the streets of New York to make ing the hus rides through America. There is a realization in the Clinton camp, Mr. Begala said, that such dramatics would be of little use now.

In searching for parallels from Mr. Clinton's Arkansas experience, some of his friends have said the

version, perhaps, of the putative speaker of the House, Newt Gingrich, Republican of speaker of the House, Newt Gingrich.

The Georgetown vote came near tion to the Vietnam War, Mr. Clinton and his advisers have struggled to out of office, passed a creationism draw the right lessons from the past, bill, signed into law by his successor, while realizing that his situation is that was to the right of the public mainstream. It gave Mr. Clinton, fore. The last time the nation's atten- while making his comeback, more room to position himself as a moder-

> If the Republicans in Congress push their conservative social agen-

The president's political persona has been shaped more by rebuke than acclaim.

da too hard, Mr. Clinton could again

benefit In a rare spurt of optimism, one Clinton adviser predicted that the Republicans would move too far to the right. The opportunity for Mr. Clinton to regain his footing as a moderate this adviser said "borders" or not at all." moderate, this adviser said, "borders on the miraculous." Wishful think-

The Georgetown vote came near the start of a string of defeats for Mr. Clinton and Democrats for whom he worked: Judge Frank Holt for governor of Arkansas in 1966; Joseph Duffey for senator from Connecticut in 1970; George S. McGovern for president in 1972 and Mr. Clinton himself for the House in 1974. His era of repudiation dragged on for a decade until he was elected attorney general of Arkansas in 1976 and governor two years later.

During that decade, Mr. Clinton saw defeat from every angle. Judge Holt, much like Mr. Clinton at Georgetown, was rejected after being characterized by his opponents. not entirely accurately, as the symbol of machine politics and the status quo. Mr. Clinton revered the judge and told friends that he was especially impressed by his refusal to

In the Duffey and McGovern ing, another aide said, is part of the campaigns, both fueled hy opposi-

how to promote a progressive agenda without turning off the white middle class. For much of the next two decades, he pursued answers to

that question, constantly reshaping

his rhetoric for the middle class. The pivotal repudiation of Mr. Clinton's career came in 1980, after he had served as governor of Arkansas for only two years and was un-ceremoniously dumped by the voters in favor of Frank White, a jovial, unprepossessing savings and loan

The conventional wisdom about that loss is that Mr. Clinton was too bold, experimental and supercilious in his first term and that after he was slapped down, he returned two years later transformed into a consensusseeker who tried to be all things to all

That analysis misses several other key lessons that Mr. Clinton carried with him through his later terms as governor and into the White House. Clinton and his inner circle that vot-

very responsibly.

ments during his first term because he had relied on the traditional media to get the word out. From then on, he used paid media to promote his legislative agenda and shunned the traditional press.

Although this strategy worked to a large degree in Arkansas, Richard Morris, a Clinton political consultant, said he later came to believe that it did not serve Mr. Clinton's best interests when he moved into the realm of the presidential campaign and the White House, where the national press corps was a more considerable obstacle to try to get

A second response Mr. Clinton made to his 1980 repudiation as governor was to rely far more heavily on non-election-year polls to shape his governing rhetoric. It was a strategy in which Mr. Clinton took great pleasure, and it provided him with some short-term victories. But over the years, it also led to unease among many voters over whether he maintained a set of core convictions that The first was a conclusion by Mr. were not susceptible to survey re-

U.S. Rejects Call On Disarming Haiti Task is Too Great, Perry Says

By Daniel Williams

. WASHINGTON — Defense Secretary William J. Perry on Sunday all hut rejected a call by Haiti's president, Jean-Bertrand Aristide, for American troops to disarm opponents of his newly reinstalled govern-

Mr. Perry compared the problems of taking weapons from Haitian thugs and army units of questionable loyalty to the difficulties that would be involved in disarming all of the state of Maryland, including Baltimore. "This is no small task that is being requested," he

Mr. Aristide made his call publicly last week in an interview with The Washington Prest. Even before his return to power in September, Mr. Arispressed the Clinton administrapower when the United Nations peacekeeping force, which will replace the U.S. troops, leaves the country, probably in early

The U.S. troops, who went into Haiti in September after a

From Politics

The Federal Aviation Ad-

ministration has ordered a

review of the rudder con-

trol systems on all Bocing

737s after two fatal crashes

involving 737s, one near

Pittshurgh in September

and the other in Colorado

Springs in 1991. In both ac-

cidents, investigators have suspected rudder malfunc-

A 2-year-old girl lost in the mountains of northern

Georgia was found alive

but in critical condition

nearly 24 hours after she disappeared from a family outing. Naomi Leigh Whidden was in shock and

suffering from hypother-Two Continental Airlines 737s clipped wings as they taxied past each other at

Houston Intercontinental

Airport. The wing of one jet, which was not carrying

assengers, was damaged No one was injured.

Police officers firing at a man who they believed was drawing a gun accidentally shot and killed a bystander

in Crown Heights, in the

Brooklyn borough of New

York. The man whom the officers were firing at was also critically wounded.

Away

deal was cut with the then military leaders, paved the way for the restoration of Mr. Aristide as president on Oct. 15.

In the interview Friday, Mr. Aristide said the United States had "to continue disarming the terrorists, those who are killing people and still have weapons, waiting for the moment to come out and make trouble."

Mr. Aristide, in the first public note of discord between his government and Washington since his return, said: "It is not enough to just disarm some of them. We should be moving fast. This is the cry of the Haitian people. It is the will of the Haitian people, and I welcome this cry and I share it."

American officials, who harbor memories of the messy effort to disarm militias in Soma-lia during a tumultuous tide and his supporters had peacekeeping mission there in 1992 and 1993, are reluctant to tion for a pledge to carry out an get involved in a gun hunt that might mean casualties. Mr. Perpaign. They fear that remnants of the military regime and its supporters will try to recover much of which is now in training. He said several thousand policemen would be trained in the coming year.

U.S. troops have rounded up 14,000 weapons during searches and gun-purchase offers, Mr. Perry said. Noting that a recent spot check of cars on the road had produced only one weapon, he concluded that "it's not clear that there are a lot of loose weapons around there."

The dispatch of troops to Haiti in September went against public and congressio-nal opinion. Republicans in particular appear ready to pounce on any misstep, and vi-olence and casualties could sink the entire occupation.

The administration is likely to be even more wary of deeper involvement in Haiti when the Republicans take control of the House and Senate in January. On Sunday, in a broadcast interview, the future Senate majority leader, Boh Dole of Kansas, repeated his demand for an immediate withdrawal of U.S. troops.



URUGUAY VOTE — Tabare Vazquez, leader of the Progressive Encounter Party, signing a flag after voting Sunday in Montevideo. Turnout was brisk as Uruguayans voted on a replacement for President Luis Alberto Lacalle and to fill seats in Parliament and other state posts. Mr. Vazquez has an outside chance of winning the presidency.

Relations Committee," Mr. Dole, who will become majority leader in the Senate, said in a hroadcast interview. "We have a seniority system. I think it works." Mr. Helms is the ranking Republican on the panel. Some Democratic legislators had called for Mr. Helms to be denied the committee chairmanship after his recent comments that President Bill Clinton was unfit to be commander in chief of the military. Mr. Helms was also quoted last week as saying that Mr. Clinton was so unpopular in North Carolina that "he better have a bodyguard" if he visits the state. Mr. Helms said later that the comment was a "mis-

Treasury Chief Predicts Victory on GATT

Alluding to the controversy caused by Mr. Helms, Mr. Dole said Sunday, "I think you're going to see Jesse perform

Helms Will Get Chairmanship, Dole Says WASHINGTON - Senator Boh Dole of Kansas, the Republican leader of the Senate, said Sunday that Senator

Jesse Helms of North Carolina would become chairman of

the Foreign Relations Committee and that he expected the

outspoken Mr. Helms to "perform very responsibly."
"Senator Helms will be the chairman of the Foreign

WASHINGTON - Treasury Secretary Lloyd Bentsen predicted Sunday that Congress would approve the General Agreement on Tariffs and Trade this week, but acknowledged that the Clinton administration was still working to

secure lawmakers' support for the pact.
"I think we're going to win it," Mr. Bentsen said in a broadcast interview. He acknowledged that a number of senators had not yet committed themselves to vote for ratification of the GATI agreement, but attributed their hesita-

tion to procedural issues. Senator Dole also predicted that the accord would be approved. He said that support would be "fairly wide-

Governors Become Role Models for Right

WASHINGTON — They may not be household names inside the Beltway, but Republican governors are the new role models for congressional Republicans coming to power in Washington.

From New Hampshire to California - and particularly across the industrial belt in the Midwest — Republican governors who have been leaders on issues ranging from welfare reform and education to cutting taxes and government won overwhelming victories in elections this month.

Many of their policy innovations are in the experimental stage. Nonetheless, Republican governors have brought to their work models for activist conservatism that are in sharp contrast to the virtual benign neglect of domestic issues that former President George Bush displayed during his one-term presidency, and it is that framework that so many conservative Republicans in Congress find attractive.

Quote/Unquote

Representative Jose E. Serrano, Democrat of New York, on the feeling that House Republicans are so conservative that all the Democrats have to do is lie back and wait for the new Republican majority to overreach and undermine public support: "The feeling is we don't have to do much. You guys wanted it? Then govern.

AMERICAN

New York's Park Avenue Strives to Retain Exclusivity

Up and down the midtown stretch of Park Avenue, prohably Manhattan's most elegant thoroughfare, with Fifth Avenue long since having caved in to fast-food eateries and cut-rate camera shops, gaping spaces yawn where foreign bank hranches and airline offices used to be. These offices are unlikely to return.

Many have grown well-known enough so that they no longer need the high-priced billboard of a Park Avenue branch. And technologies like computerized reservation services and automatic teller machines mean that airlines and banks do not need myriad hranch of-

In contrast, many fast-growing retail food and clothing chains would love to breach Park Avenue. So would many other ventures, from cosmetics stores to

But owners of Park Avenue real estate are not interested, The New York Times reports. They are holding out for hanks

and financial-services companies, the | Macy's said it sat this one out because only kinds of tenants they feel fit in with the original film was "a one-of-a-kind the avenue's exclusivity. the New

Short Takes

For those who have poor credit ratings, so-called credit repair clinics run latenight television advertisements offering to clean up consumers' credit reports or even provide new credit histories. Forget it, advises Janet D. Steiger, chairwoman of the Federal Trade Commission. These clinics "prey on consumers who are desperate to improve their credit histories," ightening their already light wallets even further, she told The Washington Post. Typically, these outfits offer to wipe clean the consumer's slate of bad dehts, bankruptcy and the like. But if the consumer's problems are real, there is no way the clinics can legally do these things. All they can do is challenge inaccurate information - which the consumers can readily do for themselves.

"Miracle on 34th Street," the 1947 film classic, opens with the Macy's de-partment store's annual Thanksgiving parade of giant animal balloons. In the 1994 remake, Macy's bowed out, so the store has a fietitious name, C. F. Cole.

the avenue's exclusivity.

So far, from 42d to 55th Street, it's an York Times suggests, is that a subplot impasse. And the empty spaces gape. | about the store's financial problems was too close to reality. "Now." The Times observes, "Macy's loses both ways: the film will inevitably remind audiences of Macy's woes, hut Macy's doesn't get all that publicity."

About People

Robert Strauss, former chairman of the Democratic Party and former amhas-sador to Russia, always returns telephone calls. Rather than undermine Mr. Strauss's status as one of Washington's powers that be, this has prohably helped t. "Ask 10 people in the Washington press corps why the press has always been so nice to me," he observed, "and they'll say he always returns phone

The actor Burt Reynolds, appearing on a San Francisco television talk show to promote his book, "My Life," was asked by a telephone caller whether his touped was alive or dead. Mr. Reynolds told the host, "You're supposed to protect me from calls like that," and stalked off in a huff.

International Herald Tribune.

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In one of the strictest panishments ever levied against a scientist, federal investigators have found Thereza Imanishi-Kari, a former researcher at the Massachusetts Institute of Technology, guilty of 19 counts of faking data and falsifying evidence in a 1986 paper on immunology and have recommended that she be barred from taking part in any federally financed research for 10 Hours after a state law banning assisted suicide ap-

parently expired, Dr. Jack Kevorkian helped an ailing 72-year-old woman from Royal Oak, Michigan, die at her home of carbon monoxide poisoning.

Reuters, AP, NYT.

Humiliation in Bosnia elear shot at the Bosnian Serbs, the prin-NATO's patty-cake air strikes in recipal aggressors. Yet the reality is that sponse to the latest Serbian aggression there never was the political taste for that around Bihac, a United Nations-declared

option, and there plainly isn't oow. The United Nations oow strives to mediate the battle. Good luck. The Serbs, pressing their advantage, want a permanent end to hostilities. The Bosnian government, boping to recoup, seeks a threemonth cease-fire. Perhaps a formula can be found. If so, there are some other cards the allies can still play to interest the Serbs in the international peace plan, which requires substantial Serbian withdrawals. The Serbs face indefinite ecocomic and political isolation as long as they defy the international terms — the same kind of isolation that led Serbia proper belatedly to try to bring the Bosnian Serbs around. The Serbs' conduct in the Bihac area, where casualties are mounting among the 175,000 mostly Muslim civilians, will tell whether they care one iota for international favor.

It makes a difference that in this instance Bosnian Serbs — familiar violators -- have been joined by Serbs from the neighboring Serb-populated territory of Krajina within Croatia. Has it oot occurred to the Krajina Serbs that they are an embattled community with their own special requirements for the goodwill of the West?

- THE WASHINGTON POST.

Poor Arms Guidelines

America has a rare chance to use its dominant position in the arms market to inhibit the international traffic in weaponry. Unfortunately, new guidelines governing American arms sales abroad, now on President Bill Clinton's desk, would toss away that chance.

'safe area," seem to have encouraged the

Serbs to redouble their attack. The Mus-

lim-led Bosnian government is faced with

the loss of another important enclave

and, further, with defeat of the military

unit whose briefly successful offeosive

last month was cooverted by the Serbs into the pretext for their current assault.

In its distress, the Bosnian government is

falling under heightened pressure to con-

sider a nationwide cease-fire that would

leave the Serbs in militarily uncontested

humiliatioo? It is easy enough for Ameri-

cans, who have oo peacekeeping troops exposed on the ground, to answer with a "yes." But NATO's European troop pro-

viders could out have failed to be con-

cerned — although they oever oeeded to be paralyzed — by threats of Serbian

retaliation in the event of alliance attacks

If America was not going to stiffen NATO by providing U.S. peacekeepers,

then the best alternative prohably was to

remove the peacekeepers altogether. That

would have permitted freer use of NATO

air power. It would have meant a wider

war and more civilian casualties, hut also a chance for UN-NATO forces to take a

on Serbian positions.

Could NATO have avoided this utter

cootrol of their territorial conquests.

With the end of the Cold War, global arms sales began to dry up and competitioo intensified to capture what was left of the market. The demonstrated prowess of American arms in the Gulf War allowed the United States to dominate the market, accounting for well over baif the world's sales. That would eoable Washington to take the lead to restratoing sales, especially to volatile regions like the Middle East.

The defense industry has resisted restraints. With the slowing of Pentagon procurement, the industry looked overseas to peddle its wares. Now the Pentagot wants to turn export promotion into a strategy for keeping the industry affoat. and Mr. Clinton is being asked to sign on. The guidelines are pernicious in several

ways. To win government approval for an

arms deal under existing rules, arms makers have had to show that the sales would promote U.S. security, cooperation with a foreign government and regional stability. One unwritten purpose of the sales has always been to help domestic industries keep their production lines open. In the oew guidelines, that purpose is explicitly stated, giving commercial considerauons much higher priority than before.

The guidelines would also provide up to \$1 billioo in loan guarantees for arms exports, adding to the billions in subsidies that the defense industry already receives to market its wares. That will only invite U.S. competitors to sweeten their own subsidies.

As an added inducement to huy American. U.S. companies sometimes offer to co-produce arms abroad, leading to a loss of control over military technology. The guidelines do little to slow the diffusion of American know-bow.

The guidelines would sacrifice longterm security for short-term economic advantage. Mr. Clinton should reject them. - THE NEW YORK TIMES.

Stand Up to Helms Senator Jesse Helms of North Carolina division after division within Republican

is no stranger to outrageous statements. ranks. It is a measure of their political But his recent remarks about President plight that Senator Helms may in fact be Bill Clinton have drawn enormous attention because be is set to become chairman of the Senate Foreign Relations Committee. His impending promotioo is drawing much fire from Democrats, but the people it should bother most are the many Republicans who have beld firm to their party's best traditions on internationalism, free trade and human rights. Mr. Helms's receot statements showed

no understanding of the status and role of the military in a democracy. He said that Mr. Clintoo was oot up to the job of commander in chief and that "the people in the armed forces" agreed with him. It wide support in both parties. is one thing for right-wing radio talk jockeys to speak loosely about Mr. Clinton's standing with the military. It is another for a prospective Foreign Rela-tions chairman to challenge a president's authority as the nation's top commander. The stakes here ought to be well uoderstood by conservatives, who rightly worry about preserving constitutional traditions, one being civilian control of the military. Mr. Helms then made things worse by saying that Mr. Clinton "better have a bodyguard" if he visited military bases in North Carolina. How can anythe courage to stand up to him. one, let alone a senator, be so careless and irresponsible in his comments after the political assassinations the United States

has experienced these last three decades? The dangers of a Helms chairmanship go beyond the senator's loose lips. He is out of step with the consensus within his own party on issue after issue, including his isolationist views on the United Nations and foreign aid, his protectionist views on trade, his stances toward assistance to Russia and the Middle East, and his past sympathy for South Afri-

Democrats have had a grand time condemning Mr. Helms. But we suspect that secretly many Democrats would love to see him get the Foreign Relations job. Mr. Helms promises to be a continuing embarrassment to his party, and to open

the best thing the Democrats have going for them at the moment.

The issue of who should get a chairmanship is an internal party matter, and Republicans seem reluctant to break with seniority in Mr. Helms's case. But if they grant him a new role, Senate Republicans had better be ready. The incoming major-ity leader. Bob Dole, a responsible internationalist, and other reasonable Republicans such as Senator Richard Lugar will have to spend much time doing damage control and making sure that Mr. Helms does not impede initiatives that enjoy

In the past, senators of various political stripes have demonstrated a reckless indulgence of Mr. Helms's outrages, which may have grown from their reluctance to mix it up with a very tough guy. This indulgence burt American interests again and again when Mr. Helms was allowed to hold up for months ambassadorial appointments that left large, important countries without American representation. The days for indulgence should surely be over. It is time for those Democrats as well as those Republicans who privately detest much of what he has door and is doing to show

- THE WASHINGTON POST.

Other Comment

Feeling Sorry for Arafat

One cannot but have pity for Yasser Arafat these days. Moammar Gadhafi of Libya is so dismissive of Mr. Arafat oow that he refers to him as the Zionists' mayor of Gaza. To rub salt in the wound, no foreigner may enter a territory under the cootrol of the Palestinian authority without the permission of Israel. With the guns of Palestinians pointed against Mr. Arafat, and Israel putting pressure on him, to whom is he going to turn now?

- The Sowetan (Soweto, South Africa).



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Bosnia Fiasco: Western Hypocrisy and Failure of Will

LONDON — The eyes-averted tiptoe through horror that the West calls its Bosnia policy is drawing to an end in the worst possible way.

That Bosnia's Muslims, the chief vic-

tims of the war, are pretty clearly being left to their fate is bad enough.

That an internationally recognized state is thus being demolished by armed force is in one way even worse, for it gives future demolishers elsewhere a

precedent they will relish.

Worst of all is that, while this happens, we of the West say one thing and do another, promise action hut do not provide it, and use transparently false arguments to excuse our inaction. In short, we compound failure with hypocrisy.

It is hypocritical to say that we should not give help to the Muslims because this would be "taking sides." We took sides long ago, when we proposed first the Vance-Owen peace plan and then the current, weaker peace project. Both were based on the proposition that Bosnia's minority of Serbs had abused Bosnia's other people and that the abuse should be at least partly rectified by a Serbian withdrawal from occupied land.

That was a taking of sides. The ques-tion was whether we would do something to make the Bosnian Serbs withdraw, or just hope that words would puff them away. The answer is now brutally clear.

There is growing hypocrisy in the claim that, if we will not make them pull back, Serbia's President Slobodan Milo-

sevic will save us the trouble by doing the

By Brian Beedham

joh for us. It is almost four months since Mr. Milosevic imposed his "blockade" oo the Bosnian Serbs. The machinery for checking the honesty of that hlockade is patently frail. This month's assault by the Bosnian Serbs on the Bihac "safe area" - another phrase to squirm at - shows that they still have abundant arms, fuel and ammunition. It is highly dubious, to put it mildly, whether we can leave an honest peace to Mr. Milosevic.

A familiar queasiness therefore resurfaces when it is said — for instance, by the British lieutenant general Sir Michael Rose — that after the past month's battles the West's aim should be to return Bosnia to its "status quo." That "status quo" is a war which goes on killing people hut for which no even passably just

outcome now seems in prospect. If the West intends to take no further serious action, it would be better, as well as more honest, to say so now. The victims might then accept defeat without further struggle. The "status quo" condemns them

to more bloodshed, without hope.

Hypocrisy is the ultimate sin in the making of foreign policy. A failure of calculation can be survived; even defeat by superior armed force is endurable. Both can become a challenge to do better next time. Hypocrisy is an acid that eats away the ability to do better oext time. because it destroys other people's trust in those whose deception is duly revealed

and the self-deceiver's belief in himself. There are vulnerable people in various parts of today's world who might hope to call on the West's aid if they came under unjustified attack. Imagine what these people think when they see "peace plans" unsupported by any will to make the plans work; "safe areas" which remain open to sniping, bombardment and assault; above all, a refusal by West European governments to do anything more

diers in harm's way. This repeated washing of hands, while the West claims to be still earnestly in pursuit of justice, dismays the vulnerable of the world. It encourages those who would like to exploit their vulnerability. That is one part of the cost of hypocrisy.

because it might put some of their sol-

The other part is what it does inside the West itself. The democracies of Europe and America, by so often saying ooe thing and doing another, have damaged their own self-confidence. They now believe that they are capable of achieving less in the world than is in fact the case. They still have great economic and military power. They could have used it to much greater effect in ex-Yugoslavia.

By behaving as they have behaved, they have persuaded themselves otherwise. This is why it is already being said that NATO will never again veoture into a peacemaking operation outside its own borders. That will probably prove to be false. For the world's sake,

one hopes it is. But the chances of its

being proved false are certainly dimin-

ished by what NATO has done to itself in Bosnia. He who flinches once usually, alas, flinches the next time, too.

The one glint of hope in this sorry story is that, as sometimes happens, the chemistry of the human spirit will produce the necessary reaction. A sense of shamed emharrassment may yet over-come the danger of self-perpetuating weakness, of the continuous flinch. If this is to come about, the West will have to understand that it has neither thought clearly enough nor acted bravely enough in the debacle of ex-Yugoslavia.

The intellectual error was the West's failure to see that it could have brought the horror under control if it had acted promptly enough. It is now widely accepted that the deployment of a modest military force back in 1991, coupled with precise diplomatic action, might have prevented much of what has happened since then. That chance having been missed, each successive stage of the war grew harder to cope with. This was the

failure of clear thinking.
The failure of will runs deeper, because if the will had been there the thinking would have been sharper. To avoid the shame now descending upon us, we should have had to reject the very thought of letting medieval brutality reassert itself so close to Rome and Vienna. We could then have summoned up the courage to do what was necessary. By failing to do so, we set ourselves on the road to hypocrisy and ineffectuality. International Herald Tribune.

. . .

Dangerous Trans-Atlantic Strain, With Real Damage to NATO

BONN — The damage that has been done to NATO since November began is probably irreparable. The United States and Western Europe have broken apart on a crucial issue concerning Europe's future poli-

cy toward the war in Bosnia. They bave in the last few days conducted air operations in common over Bosnia and Croatia, but with bitterness expressed on both sides -- by Americans at what seems Europe's moral abdi-cation in former Yugoslavia, and by Europeans at what they see as America's irresponsibility and even pusillanimity about backing up talk with men on the ground in the Yugoslav crisis zone.

The midterm elections had already produced a Congress little interested in foreign drama, its priorities being tax cuts, welfare restriction, the culture wars and the presidential election of 1996.

Few in Washington today care much about developments in Europe, and those who do care are not in Congress. They also are not young. In September, in Washington, I spoke to a group of policy people and aca-

By William Pfaff matters, and my impression was so long as NATO has functioned. that no one there was under 50. Many in Europe, however, are

concerned with what goes on in Washington and believe they are seeing a destructive rise in isolationism. There cannot really be a revival of 1930s-style isolationism: American business and the American economy are much too implicated in the European and world economies for that. But (Marx notwithstanding) economic involvement does oot in itself dictate political engagement, at least of the Atlanticist kind.

The United States and the European Union can go their separate ways on Yugoslavia without bothering the operations of Microsoft or Disney or Ford, or Siemens or BMW. (If they go their separate ways on trade, it will be a different matter.)

What is happening greatly increases European interest in Western Europe's own long-neglected security organization, the Western European Union. The WEU has been named the military arm of the European demics concerned with Atlantic Union, but this has meant little

However, the United States eaccot conduct one policy through NATO and the West Europeans conduct another, so if the Europeans want their own policy they need the military means to carry it out. NATO has command, staff, forces and operating systems in place. The WEU bas nothing or next to nothing. The encounter in recent days with a divided NATO has

shaken up people who in the past ignored the WEU. There not only is disagree-ment about ex-Yugoslavia on the two sides of the Atlantic, but about Iraq as well, and potentially about other issues in the Middle East and in Africa.

There is also a convergence of West European views with those of Russia, at least on Yugoslavia and Iraq, in opposition to U.S. positions. The major West European powers and Russia all are against arming Bosnia. They all think that Iraq now has done what United Nations resolutions demanded of Baehdad, and that sanctions should be lifted.

The German government is convinced that the so-called Eurocorps, composed of French, German and Belgian units, now is essential to Europe's future. Officials say it currently is successful beyond what had been expected, and will be operational in 1995, in need of assignments. A second such Eurocorps is being developed with French, Spanish and Italian components.

Even the British government now seems convinced that it has a security stake in Europe outside NATO. It takes the Eurocorps seriously, which as recently as last spring it did not. In recent weeks a French-British air force equivalent was agreed upon, which would initially have a British base and a French commander and would be available for rapid-response operations.

The British oow also look likely to join the European program to commission a long-range military transport aircraft from the Airbus consortium, for early 21st century delivery.

In Germany one is also told that the two-speed Europe proposed by a Christian Democratic Party study group in September

is essential. As Europe expands from 12 members to 16 and more, "structural change" must follow or there will be a drift back (as the CDU/CSU group put it) toward "a loosely knit grouping of states restricted to certain economic aspects ... no more than a 'sophisticated' free trade area incapable of overcoming either the existential internal problems of the European societies or the ex-

ternal challenges they face." In a fundamental sense, this estrangement of the Europeans from America is inevitable, a reflection of the diverging views and preoccupations of people on the two sides of the Atlantic now that the pressures and fears of the Cold War have vanished.

However, the terms on which this estrangement has come, and the bitterness that has been expressed about how it is happening, are not entirely reassuring about the future of America's relations with by far the most powerful group of industrial economies on earth — possessing a notable record, when upset, for making waves in history.

International Herald Tribune. O Los Angeles Times Syndicate.

The American Liberal Case Against the World Trade Organization

WASHINGTON - The GATT agreement was coticeived by the Reagan administration, nurtured by President George Bush, and is strongly backed by giant corporations that are a prime constituency of the Republican Party. Yet many Re-

publicans are threatening to kill it. Democrats are also playing against type. The trade deal epitomizes a system of ungoverned global markets that relentlessly undermines institutions of economic management which have been the loogtime habitat of Democrats.

Since FDR, Democrats have successfully used economic intervention to shelter their constituents from the vicissitudes of lais-sez-faire. The GATT deal accelerates the demise of that economic order, yet it is championed by a Democratic president.

On the surface, this deal merely reduces barriers to trade, creates common rules and replaces the old, feeble General Agreement on Tariffs and Trade with a stronger

By Robert Kuttner World Trade Organization able

to adjudicate disputes and enforce decisions. But under the guise of merely harmonizing rules of trade, the agreement achieves three other far-reaching changes. First, it is the only internation-

al agreement that surrenders U.S. sovereignty to a global organization based on one nation, one vote. In every other cootrivial world body that the United States has joined, it has insisted on either a veto or weighted voting. This describes the United Nations, NATO, the World Bank, the International Monetary Fund and GATT itself, where decision

power as El Salvador or Mali. In effect, it is backing into the sort of world government that it would oever embrace if the decision were based on first principles.

has been by consensus.

In the proposed WTO, the United States will have the same

Second, the constitutional structure of the proposed WTO mocks many of America's cher-ished principles of law. The main adjudicatory bodies, dispute-resolution panels, function as judge. jury and legislature. There is oo U.S. style doe process.

Deliberations are closed to the press, with no written transcripts. no right of judicial appeal, and oo prohibitions against conflicts of interest. One of the judges (they serve part-time) could also be advising a multinational corporation, even one with a material

interest in the ruling.

Third, the whole WTO framework is biased against a mixed economy and in favor of abolisbing domestic standards that temper the cruelties of pure capital-ism. Under the WTO agreement, any national regulation or economie intervention that discourages trade is considered suspect. It would be different if the WTO were a true world government, with a constitutional struc-

ture and democratically account-

mine stronger ones.

A variety of U.S. health, safety,

trois and technology programs.

ruling or pay a large fine.

The proposed WTO also prohihits "unilateralism," which describes the modestly successful U.S. effort to pry open Japan's closed markets by threatening to

withhold access to America's far more accessible ones. Chief U.S. trade negotiator Mickey Kantor alternately takes pride in his successes in getting tough with Japan and in lobbying for the WTO — which would foreclose virtually

all of his Japan policy.
The WTO is being criticized by both far-right America-firsters and mainstream consumer, labor and environmental groups. The broad misgivings about the WTO cannot be dismissed as the work of a political fringe, for it raises the most fundamental issues about the nature of American govern-

ment, economy and society.
Senator Robert Dole and President Bill Clinton have made a deal that provides for a special review of U.S. membership in the WTO as soon as three WTO rulings go against the United States. This is a pathetic demand for a

double standard. It would be far better to fix the flaws in the WTO before the United States joins. If America is to be part of an embryonic world commercial government, that government should be one whose principles and processes earn

America's wholehearted support. Washington Post Writers Group.

1894: Inquisitorial Tax

NEW YORK - The Treasury says it cannot enforce the income tax unless Congress makes an appropriation for the purpose. Next to the device of custom houses for providing officials and red tane. the subject of income tax is probabty the best scheme for encouraging bureaucracy and inquisitorial researches into private affairs.

1919: Karolyi's Fortune

BUDAPEST — [From our New York edition:] One hundred million crowns, contained in twenty-one cases buried deep in the cellar of Couot Michael Karolyi's palace, has been discovered and confiscated by the Hungarian police. The treasure consisted of stocks, bonds, silver and gold, representing the former Premier's total fortuoe. Thorough searches by the communists failed to reveal the

1944: New Opera Season NEW YORK - [From our New

York edition: A miserable min cotwithstanding, 4,000 devotees througed to the Metropolitan Opera House last night [Nov. 27]. starting its sixtieth season of opera with a performance of Gound's "Faust." They thus heartly echoed a choice which in 1883 first cornect the backling and approximately. first opened the building, and ac-complished one more chapter in a tradition which three wars have failed to daunt. Lone casualties from olden days appeared to be the white ties and tails once ma culine uniforms de rigueur for Metropolitan openings. The men among the audience were mild in black ties and even plain business suits. It was the women who maintained the splendor associated with six decades of openings.

are piled high with the works of party leader Erich Honecker

BERLIN — In outworn cli-che, Germans are as heavy as their national diet, berefi of a sense of humor. A visitor here quickly learns that this is oot true of Germans in general, or in particular of Ossis, the former citizens of the Communist East. This was readily apparent in Berlin this November, the fifth anniversary of the demise of the wall that scarred the city.

The sober German of stereo-type was indeed visible in seemingly endless and earnest televi-sion talk shows on "die Wende," shorthand for the great change attending unification. But in bookstores there was a less formal observance, marked by the dry, even grim humor at which Berliners excel.

Published in time for holiday giving are three fast-moving ti-tles that mock the solemnities of the Cold War. "DDR-Witze." "German Democratie Republic Jokes," offers a year-byyear compendium of political humor, assembled by Reinhard Wagner, an Ossi himself. These are from the 1970s:

By Karl E. Meyer

Black Humor Tells Why the Wall Fell

"If I had had the Stasi [the East German secret police]," adds Kennedy, "I wouldn't have been assassinated." "And if only I had a oewspaper like Neues Deutsch-land," Napoleon interjected, "they still would not know I lost the Battle of Waterloo."

 In his cockpit, an airline pilot is confronted by a hijacker with a pistol, who says, "We're flying out to Moscow but to Stockholm." The pilot shrugs: I'm sorry, sir, but behind you is a DDR grandmother with a bomh in her purse, and she wants to fly to Majorca."

• Question: What is the dif-

ference between the ersatz DDR coffee mix and the neutron bomb? Answer: You can protest the neutron bomb. Better than any polemic. these lines expose the crippling infirmities of a system that crumbled overnight, to the as-

tonishment of its leaders as well as of the CIA. But imagine that the opposite

Five years after the DDR conquers West Germany in this fantasy, bookstores everywhere (who in fact recently died in exile and disgrace). Headlines focus on 12,000 homeless in West Berlin, and

every televisioo channel offers the same mix of sanitized news, corny "Everybody sings!" reviews and a documentary life of party founder Ernst Thalmann. That this is not outlandish burlesque is borne out by a work of unintended satire, "Teurer Genosse!" or "Dear Comrade" ("dear" as in "costly"), consist-

ing of often flowery letters to Mr.

Honecker from eminent figures

like the Pope, Fidel Castro and Saddam Hussein. Most astonishing is a oote from Mr. Honecker's predecessor as party chief. Walter Ulbricht, who protests in ucctuous bureaucratese that his name is oot on the guest list for the cele-bration marking the 55th anni-versary of "the Great Soviet Oc-

The agreement's core principle is that any law or regulation that affects trade, bowever indirectly, must do so in a way that is the "least trade restrictive." Countries can violate the WTO rules by protecting consumers, workers or the environment — but not by abus-ing them. The WTO sets up what the late Justice Louis Brandeis called a "race to the bottom," in which weaker standards under-

able officials. It would be different if the WTO replaced national stan-dards with global or regional ones,

as the European Unioo has begun to do. By contrast, the WTO is

mainly a mandate to dismantle

national standards.

consumer, environmental and labor regulations have already been challenged by Europe, Japan or others as "GATT-illegal." These include fuel efficiency standards. food purity laws, pesucide con-But there is a key difference

between GATT and the proposed WTO. If a GATT panel rules against the United States, Wasbington is essentially free to ignore the ruling and invite the complaining nation to retaliate. This rarely occurs, because of fears of further retaliations. Under the WTO, however, the United States would have to comply with the

Letters intended for publication should be addressed "Letters to the should be addressed "Letters to the Editor" and contain the writer's signature, name and full address. Letters should be brief and are subject to editing. We cannot be responsible for the return of unso-licited manuscripts. IN OUR PAGES: 100, 75 AND 50 YEARS AGO treasure, although the palace was ransacked several times.

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tober Revolution." The note Napoleon, Nasser and John had occurred, that a great popular uprising in 1989 had united concludes. "I hope you under-Kennedy, on meeting in heaven, stand, as a participant in the Great Fatherland War, where find much to praise about East Germany under communism. Such is the amply illustrated documentary fantasy offered by my heart lies."
The wall fell because it was Germany. "If I had had the People's Army at my disposal, I wouldn't have lost the Sinai in Reinhold Andert io "Rote rotten from the top. my war with Israel," says Nasser. Wende," or "Red Change." The New York Times.

By John F. Burns New York Times Service KATMANDU, Nepal — More than a week after elections produced a divided Parlia-ment, the two main political escape, the Communists and the centrist Nepali Congress Party, are at an increasingly tense impasse over which will room the new government.

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Neither party has been able to line up a coalition partner to assure a majority in the 205-seat Parliament. The uncertainty has created a new constitutional crisis for King Birendra, who was forced by mass protests into ceding his ruling powers to Parliament in 1990.

Early in the vote count, the Communist Party of Nepal, the main force in the splintered communist movement, built up a strong lead over the Congress Party, which won power in 1991 in the first election after the king relinquished power. But a late surge by the Congress Party narrowed the gap.
The Communist coalition

won 88 seats and Congress took 83. An additional 20 seats weot to a rightist party with close ties to the king the New Demo-crats, with the remaining 14 seats spread among minor parties and independents.

The contest for power has been sharpened by an election commission tally last week that showed that the Congress Party's late surge in returns from rural seats had pushed it past the Communists in the popolar

vote, 33 percent to 30 percent. [The Communists gained support. Sunday from a tiny pro-Indian party, Agence France-Presse reported from Katmandu.

[The pro-Indian Nepali Sadbhavana Parishad Party has only three seats in Parliament, not enough to give the Communists a majority coalition.

[Leaders of the Communist party, were meeting late Sunday in preparation for the government's expected formation on

Monday.]
The Communists, growing impatient, have warned that they will call mass demonstrations if the Congress Party seeks to remain in power. This has caused widespread anxiety, particularly in Katmandu.



END OF 'HANOI HILTON' — Karen Black holding a brick from Hoa Lo Prison in Hanoi, where her husband spent 6½ years as a prisoner of war. The "Hanoi Hilton" was being demolished Sunday to make way for an office complex.

Hanoi Hannah': War Legend Is at Peace

By Philip Shenon
New York Times Service

HO CHI MINH CITY - Not many calliog cards list an alias, hut even in Vietnam few people would know this slight, elegant 65-year-old woman by her real name, Trinh Thi Ngo.

The alias - Thu Huong - means Autumn Fragrance, the name she first used as an English-language radio announcer in the 1950s because it was easier for her non-

Vietnamese listeners to procounce. "Fewer syllables," she said in the clear, oearly accentless English that helped her become a legend. And even that is not the name that millions of American veterans would recognize.

For a generation of American troops at war in Indochina, Mrs. Ngo was Hanoi Hannah, the silky-voiced announcer on North Vietnamese radio, the Voice of Vietnam, who tried to convince American Gis that the war was immoral, that they should lay down their arms and go home.

My work was to make the GIs understand that it was not right for them to take part in this war," she said. "I talk to them about the traditions of the Vietnamese, to resist aggression. I want them to know the truth about this war and to do a little bit to demoralize them so that they will refuse to

It was the Americans who dubbed her Hanoi Hannah, the Vietnam War's counterpart to Tokyo Rose.

"I only heard the name later," said Mrs.

Ngo, whose propaganda broadcasts to American troops lasted from 1965 until the Americans left in humiliation a decade later. "The Americans like nicknames."

After Saigon was overrun in 1975 and renamed Ho Chi Minh City, she moved here with her husband. He is a retired engineer, while she still works in broadcasting, now at Vietoamese television.

Reared in Hanoi during the French occupation, Mrs. Ngo was sent to private tutors in the early 1950s to study English, a language that Hollywood had made her

"f always preferred American movies to French films," she said, "The French talked too much. There was more action in American movies, I remember 'Gone With the Wind' with Clark Gable and Vivien Leigh. It was so popular in Hanoi. I re-member we took bread and sausages with us to the theater because it was such a long

Mrs. Ngo joined the Voice of Vietnam in 1955, the year after the Communists under Ho Chi Minh ousted the French and took power in Hanoi after years in the jungle. She was selected as an announcer oo the radio's new English-language shortwave service, which was beamed overseas.

"I wanted to join the Voice of Vietnam because it was a good opportunity to help my country," she said. "I was oot political.

Her work did not take an anti-American turn until 1965, when the first American

ground troops landed in Vietnam and the Hanoi government decided to begin special broadcasts to them. Using scripts prepared by the North Vietnamese Army. Mrs. Ngo said, she was never tempted 10 alter a word, no matter how strident the

"I agreed with these scripts," she said. "We were trying to make the Americans uoderstand that it was oot right for them to be in Vietnam, that they were an aggressor, that this was a problem for the Vietoamese to sort out

Mrs. Ngo said her goal was always to project a soothing, coovincing voice. She said she never felt aggressioo toward Americans as a people "except during the bombing" — the 1972 Christmas bombing

And if she did once feel anger toward the United States, Mrs. Ngo insists that she put it behind her years ago. Like many northern Vietnamese, she expresses little but fascination for the land of her former enemy, and she hopes some day to visit New York. Washingtoo, many places."

Her enthusiasm for things American also extended to music, she said. To entice the American troops to tune in to her show, the propaganda was intercut with music from records and tapes taken to Hanoi by visiting anti-war protesters from

"We had Bob Dylan, Joan Baez, and I always liked Elvis Presley," she said. "He's 'The King,' yes?'

Tanks Reassure Nervous Rio Army Crackdown on Crime Seems to Pay Off

By James Brooke

New Yark Times Service RIO DE JANEIRO Two olive green Panther heliconters droned in wide circles over the vast, human amphitheater of the Nova Brasilia shantytown. But in the shadows of one narrow alley, one cocaine trafficker said an eventual occupation by Brazilian Army soldiers gave him

'The army won't come in to massacre us," said the trafficker, a lean young man sporting new sneakers. "Our guns will be hidden. There

won's be any shooting. One week after army tanks and armored cars began run:bling out of barracks in Rio for a crackdown on crime, the army has emerged as a reassuring and nonviolent disciplinarian in a city hungry for law and order.

After dozens of shantytown operations, the casualties amount to only two one soldier and ooe shantytown resident, both apparently wounded by accident. Most of the roughly 200 people detained have been re-

No major arms arsenals or drugs caches have been found. But for a frightened city, the television images of helicopters and camouflaged soldiers at checkpoints have had a positive impact: From talk radio to beach chatter, Rio residents overwhelmingly say they feel safer than they have in years.

"There is a less aggressive climate in the streets," said Manoel Francisco Brito, ex- year.

ecutive editor of Jornal do Brasil, an independent newspaper here. "People feel safer in the streets. It is undeniable that Rio is safer."

Even the simple announcement on Oct. 31 that the military would take control of Rio's police forces apparently was enough to cause crime to drop io the city, the nation's second largest. In the first two weeks of November, car thefts were down 10 percent. bank robberies were halved and murders were down 75 percent from the comparable

period in October. On Friday, in one of the largest operations to date, about 1,000 soldiers occupied a shantytown near the middle-class Tijuca neighbor-

With army squads likely to set up surprise checkpoints at any time or any place, criminals seem to be more reluctant to venture out with guns or to drive around the city in stolen cars.

As peace offerings, gangs in two neighborhoods abandooed small caches of weapons accompanied by handscrawled signs saying they were leaving town.

"Our goal is to reduce crime to tolerable levels,' Colonel Ivan Cardozo, the army's spokesman, said of the military's mission. The intervention is scheduled to expire at the end of December, but the governor-elect of Rio de Janeiro state. Marcello Alencar, an enthusiastic supporter, is committed to extending

Daily press briefings by an army officer dressed in civilian clothes evoke memories of the days two decades ago when Brazil's army, using torture and assassination, fought to wipe out urban guerrilla groups. But in the decade since military rulers left power, society's worries have shifted from Communists to criminals, and the army's tactics have shifted from the use

of force to the show of force. While American and European tourists may be alarmed at the sight of jeep convoys of soldiers carrying light auto-matic weapons, Brazilians seem to like what they see on national television. A flood of bookings is filling Rio hotels for New Year's Eve, when a fireworks display and a concert by Rod Stewart are expected to draw 3 million peo-

ple to Copacabana beach. "All the hotels will be full over New Year's," predicted Phillip Carruthers, general manager of the Copacabana Palace Hotel. "If this army exercise works out, I think we are going to get more Brazilians for the summer and for

Popular approval for the military interventioo stretches to the favelas, the hillside homes of many of the city's working poor.

In a poll of Rio residents taken one week before the army action, backing for the military averaged 85 percent. Support was slightly higher among less educated and the deployment into next more impoverished respon-

Guerrillas Kill 16 Policemen in India

HYDERABAD, India -Maoist guerrillas who have civilians also had been killed in voved to prevent elections in the southern state of Andhra campaign to disrupt elections the elections. Pradesh killed 16 policemen with a land mine, officials said

Sunday. The police officers were traveling in a truck to a remote security post in the district of Karimnagar, where Prime Min-ister P. V. Narasimha Rao addressed an election rally on Friday, when the mine exploded under their vehicle on Saturday

The officials said there were unconfirmed reports that three side the state, have been de- at the the attack, part of a Maoist seen as crucial to the future of Mr. Rao and his Congress (I)

Aodhra Pradesh is due to vote for a new state assembly oo Dec. 1 and 5, and defeat for the Congress (I) Party, which local opinioo polls say is likely, would be a major embarrassment for Mr. Rao.

Thousands of paramilitary had been paid.

ployed to counter attempts by onsethe Maoist guerrillas to disrupt

The 16 policemen who were killed were all from the north- es of ern state of Punjab.

On Thursday, guerrillas kid-eople napped the brother of one of d for Mr. Rao's sons-in-law and demanded a 10 millioo rupee (\$32,000) ransom for him. The police said Sunday that the man had been freed. They declined to comment on whether ransom

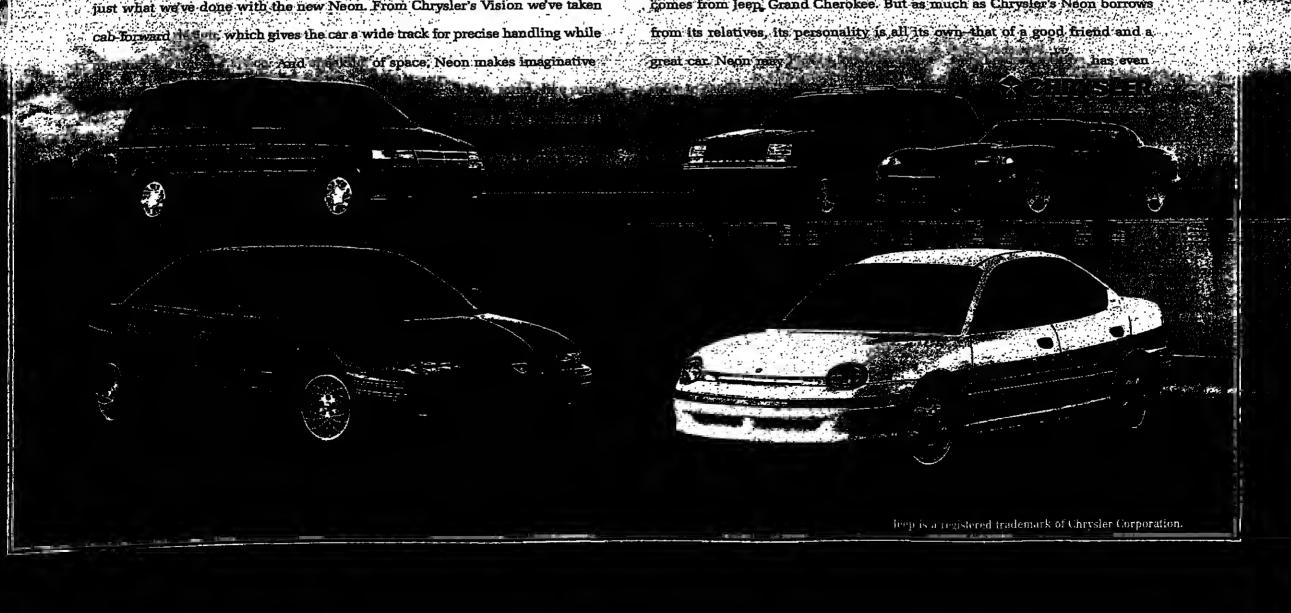
Our Newest Chrysler Has A Lot To Live Up To.

reputations? The best way we know is to borrow a little from each. And that's just what we've done with the new Neon. From Chrysler's Vision we've taken

How do voir build a car that has to live up to some amazing automotive

of its 16-valve, 132 horsepower (98 kW) engine can't help but remind you of Viper's love of the open road. And there's a spirit of adventure that undoubtedly

comes from Jeen, Grand Cherokee. But as much as Chrysler's Neon borrows



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Israel and Jordan **Announce the Start** Of Diplomatic Ties

Controlled by Our Statt From Prepatities JERUSALEM - Israel announced the establishment of diplomatic ties Sunday with Jordan, a month after signing a peace treaty ending a 46-year state of war.

It made Jordan the second Arah country to have such ties with the Jewish state. The other is Egypt, which signed a treaty with Israel in 1979.

Israel and Jordan "herehy declare as of today to establish diplomatic relations at the ambassadorial level." a Foreign Ministry spokesman, Danny Shek, said in a statement.

He said the new relations aim to consolidate and enhance the two nations' peace "to the benefit of expanding the horizons of matic mistake." a just, lasung and comprehensive peace in the region."

The ministry's director-general, Uri Savir, told Israeli radio a Syrian delegation in Brussels that ambassadors would be ex- on Monday. The han was im-

treaty signed Oct. 26. A simultaneous announce- raeli airliner.

state-run radio, said that Jordan's 31-member cabinet had approved the ties.

ment, broadcast in Amman by

Israel has not named its amhassador to Amman. The daily Yedioth Ahronoth said that the outgoing army chief of staff, Lieutenant General Ehud Barak, had turned down the post.

In an issue relating to another neighbor, Mr. Savir also said that Israel has asked the European Union to reconsider its expected decision to lift an emhargo on arms sales to Syria. "There is still a Syrian em-

bargo on a peace agreement and on direct peace negotiations" with Israel, he said, calling any lifting of the emhargo "a diplo-

An EU official said Friday that the eight-year ban would be lifted when its ministers met changed Dec. 10, or within the posed after charges that Syria was involved in an attempt to smuggle explosives onto an Is-



(AP, Remers) An elderly man praying among the more than 10,000 Palestinians at a Gaza Islamic rally.

more we will answer back in

Israel because we consider the

we will hit against its head."

GAZA: Palestinian Police and Islamic Fundamentalists Struggle to Maintain a Fragile Peace

Continued from Page 1 to anonymous graffiti artists and pamphleteers.

"Yasser Arafat does not even deserve to be a Palestinian." said a rally organizer. "His actions show that he has no relationship to the Palestinian peo-

Likewise, Arafat loyalists have called Hamas a puppet of other countries.

"I fought the Israelis for 25

years, and I don't need some until he had produced at least bearded guy in Iran to approve relative stability in Gaza. my nationalist credentials,"

But neither side wants civil

said Mr. Jabali.

Mr. Arafat regards his fledg-ling and limited self-rule authority as the nucleus of a future Palestinian state, which heart. Aides said he knew Israel would not cede the West Bank did in Gaza.

The Islamic militants, for their part, know they are out- authority will pressure us, the numbered and outgunned by the PLO security force. They also have lound a measure of security in Mr. Arafat's autonomous zone. Nowhere in the occupied West Bank could a Hamas leader make explicit would have the West Bank as its threats to direct its "guns against Israel" — as Mr. Faluji

"We are mainly concerned town of Beit Hagai, The Associated Press reported. Officials our equation is, the more the another was wounded.

More than 30 hullets were fired in the barrage, according to Israeli radio.

authority the tool of Israel and Israeli sources said a car carrying at least two armed men ■ Settler Killed by Gunmen overtook the settlers' car and then the gunmen opened fire. Gunmen believed to he lslamic militants opened fire Sun-One source said the driver was day on a car carrying Israeli settlers near the West Bank hit by hullets and lost control of the car, which then overturned.

Disagreement is becoming increasingly acrimonious, despite diplomaric attempts to patch up the quarrel. Last week, according to dip-

By Craig R. Whitney

its gravest crisis since 1956.

This time, the issue is Bosnia,

cans have been at odds over

how to react to aggression hy

lim-led Bosnian government.

Canal.

lomats, the undersecretary of state for political affairs, Peter Tarnoff, went to Paris to see Foreign Minister Alain Juppe His mission was to deny, in person, recent reports that the United States had been secretly arming the Bosnians.

According to one diplomat. Mr. Juppe told Mr. Tarnoff, "I take note of your statement" diplomatic language, unusual between supposed allies, for "I won't come right out and say it, hut I don't believe you."

In London, advisers to Prime Minister John Major worry that the new, Republican-cominated Congress could force President Bill Clinton to a unilateral U.S. decision to violate a United Nations-imposed, NATOenforced arms emhargo against the Bosnian government.

Acting under congressional pressure. Mr. Clinton has already directed U.S. ships to stop taking active measures to enforce the naval blockade in the Adriauc to halt ships with arms for the Bosnian govern-

gence about them with the al-

New York Times Service BONN — In London, Paris American officials say that and here in Bonn, some officials much depends on whether Senare heginning to fear that NATO could be headed toward ator Boh Dole, who is expected to become majority leader of the new Senate, can be persuadwhen the United States clashed ed to change his mind about the with Britain and France over wisdom of Washington's unilaterally violating the emhargo. their attempt to seize the Suez Mr. Dole will be in London next week, and Mr. Major is where Europeans and Ameri-

NEWS ANALYSIS

Bosnian Serbs against the Musready to tell him that such a move would expose the 18,000strong UN protection force in Bosnia to disaster. "If the parties restart all-out

war or the arms emhargo hreaks down," the UN military force in the Balkans could have "no choice hut to withdraw," the prime minister said Thursday. NATO has approved contin-

gency plans for providing air support and ground reinforcements to cover such a withdrawal, if it becomes necessary. hut diplomats in all the major capitals say that a humiliating retreat forced by unilateral U.S. action would put NATO under strain for years.

British and American officials hope it will not come to that. But on Thursday night, a U.S. attempt to persuade the NATO allies to get tough on Serbs attacking the northwestern Bosnian enclave of Bihac ran aground in Brussels when France objected, saying that enforcing a United Nations "safe area" around the town would take thousands of additional ground troops.

France, with 6,000 soldiers already in the former Yugoslavia, could not provide any more. And the British, with

BIHAC: Serbs Keep Up Attack and Take UN Hostages

Bosnia Splitting U.S. and Allies* ment, and not to share intelli- about 4,000, said in effect, "Don't look at us."

So, the French representative at the meeting wanted to know, where were the soldiers needed to make this new American plan work going to come from?

The United States remains unwilling to provide any. Mr. Clinton concluded after he was elected that the American people did not want him to risk American lives in the Balkans.

Instead, he sent Secretary of State Warren M. Christopber to Europe to try to persuade the allies to lift the arms embargo lor the Muslim-led Bosnians and to support them with air strikes against the Serhs.

Mr. Christopher failed, and the United States failed again on Thursday to get the allies to agree to carry out air strikes against the Serbian forces now occupying 15 to 20 percent of the safe area around Bihac unless they withdrew and allowed the Muslim defenders safe passage out as well.

NATO and American officials have begun openly dispar-aging the "dou hie-key" ar-rangement the alliance mad-with the United Nations wher: it first stepped into the conflict in 1993 in an effort to deter more vigorous military action, NATO has no combat forces in Bosnia and can send in air strikes only if civilian and military commanders of the UN force approve.

"I hope we never see it again," the assistant secretary of state for European Affairs. Richard C. Holhrooke, said Thursday in London. "The dua! key turns into a dual veto, because of the enormous complexity of two different command structures with two different missions.

A BOY!: Passengers and Crew Pitch In During the Birth of a Baby Aboard Florida-Bound Jet

Continued from Page I

quent, and it appeared that she was starting to hemorrhage.

'The plane has to come wn," Dr. Rachlin told the crew. Captain Gerald McFerrin radioed controllers at the closest major airfield. Dulles International Airport outside Wash-

ington, that he was going to make an unscheduled landing. That was when most passengers on Flight 265 learned what was going on

"I want every arm, elhow and foot out of the aisle!" ordered nounced. The cahin was eerily Connie Duquette, a flight atten-silent. Dr. Rachlin told Theresa dant for 22 years. The crew he- to take deep hreaths and push.

Suddenly she screamed. Holding his wife's legs, Mr. de

airborne bed.

"It's here," the doctor angan running linens hetween Out came the haby, the umbili-first class and Mrs. de Bara's cal cord wrapped around his

The child was not breathing. Bara could see hlack hair as his A couple several rows away son's head appeared. "I felt rushed over and identified helpless," he said, "We had themselves as Jim and Jen Midworked so hard for this baby, I gely, paramedics from Massa-didn't want it to end like this." cusetts. They had delivered

infant respiratory procedure.

fluid from the hahy's lungs, hut no straws were on board. Then neck. The plane was 90 miles a flight attendant remembered (150 kilometers) from Dulles, she had a juice box with a tiny. bendable straw, Mrs. Midgely gently pushed it down the in-fant's throat while Dr. Rachlin administered CPR. The child began to breathe on his own. Something was needed to tie

about a dozen habies, and Jen off the umbilical cord, Miss Du-Midgely said her specialty was quette looked down and saw a pair of dirty sneakers. The flight attendant hesitated for a She needed a straw to suction moment. "Then I saw a man wearing new shoes, and I said, 'Sir, I need your shoelace,' " she said. "He whipped that shoe-

lace off so fast. As the plane landed and taxied down the runway, Miss Duquette got on the public-address system; "It's a boy." The cabin crupted in applause. The flight attendants were crying. Finally, so was the haby.

As with all premature in-fants, Matthew's recovery is still uncertain, although the early prognosis is good. He weighed 4 pounds 6 ounces and was 17 inches long. Emergency workers took

mother and newborn to the hos-

pital. The de Baras credit the hospital staff for their son's middle name. After his doctor. and then the nurses; started calling him Dulles, the name sort of stuck.

Dr. Rachlin and the others went back to their seats, and 30 minutes later the plane was on its way to Florida. Everyone got Yasushi Akashi, and Lieut free drinks. The doctor had a ant General Michael Rose.

CHINA: Latest Revolution

Continued from Page I

ers, they thought that sleeping together, literally just sleeping together in the same bed, was a "It's no joke," the official

Guangming Daily said last week in retelling the story. A 22-year-old Iemale univer-

sity graduate, who like most of her classmates giggled through mandatory sex education videos as a freshmen and decided hy her third year that having sex with her boyfriend was O.K., said. "Maybe this couple is the only one that could make such a

Mayhe, maybe not, say Chinese officials who want to rein-Iorce sex education programs that began in the mid-1980s.

The popular Southern Weekend newspaper now carries a regular column on sex, which this month posed the question. "What do women need from

In Mandarin, the answer is a

"high tide." or orgasm. The newspaper said that women reach high tide 40 percent of the time and that one-sixth of the women surveyed had never ex-perienced a high tide. "Husbands should under-

stand women's needs about sex," the article said. "Sexual high tide not only benefits women's health, but also benefits women's spirit,"

Such openness not only was unheard of a decade ago hut also might have been illegal.

For decades under Mao Zedong, prudery was the ideological fashion, at least out in the open, But in Deng Xiaoping's era of reform, sex — like capitalism - has enjoyed a huge

artillery fire along with a ground assault.

Continued from Page 1 would put them well on their way to uniting Serbian-heid Bosnia with Serbian-controlled

Стоаца. A senior UN official said that hy accepting the deal, the mostly Muslim government ap-peared to be acknowledging that it was in "a fatally weak position."

Indeed. Serbian assaults Sunday on the Bihac pocket continued to squeeze the Muslims. chael Williams, said that instead of hlasting the Bihac safe area, Croatian Serhian forces had taken the initiative and Velika Kladusa with tank and

Under the terms of an agree-

ment made hetween the North Atlantic Treaty Organization and the UN peacekeeping command in October, each side can request air strikes in Bosnia hut only the UN command in Zagreb can approve them. That agreement was worked

out because of NATO concerns that the UN mission was ignoring Serbian violations of two The UN chief spokesman. Mi- weapons exclusion zones, around Sarajevo and Gorazde, and UN Security Council resolutions in the interest of appeasing the Serbs so that their heavihammered the northern town of ly armed forces would not hurt UN soldiers.

In Bihac itself, a UN official described the situation as "extremely dire," Speaking by telephone to reporters from the Bihac enclave, Ed Joseph, a civil affairs officer, said people felt that "just next door is the holocaust, the wolf is at the door. He said Serbian from lines had already encroached into the built-up parts of Bihac town.

Few people, however, wan !! to leave, he said, hecause there was no place to go.

"They'd be leaving whatever food and shelter they have now for some other place that doesn't even have the paper sta-tus of a 'safe area," he said. "They're prepared to die."

WAR: U.S. Offers Its Gloomiest View Yet on Bosnia

the Senate, said in a televised interview that NATO had suffered "a complete breakdown" in Bosnia, and he called for the removal of all 24.000 UN forces, including the UN leadership there, the special envoy,

Yasushi Akashi, and Lieuten-"Pull 'em out," an angry Mr. Dole declared. "They're not do-

ing their joh and they're in harm's way." "This is a classic failure in

which NATO has been ned in knots" by the United Nations, Mr. Dole said on the eve of a

U.S. funding for UN opera-The senator also said that Haris Silajdzic, the Bosnian for-

eign minister, believed that the Serbs may have obtained a new air-defense system from Russia. Mr. Dole provided no details, ing shut he repeated his call for a said. lifting of the UN arms embargo in Bosnia.

Mr. Perry said that any historical assessment of the Bosnian war would have to conclude that UN peacekeepers had succeeded in limiting the level of

He also said that Congress neighboring countries. But he should "take a hard look" at acknowledged that the West acknowledged that the West had not succeeded in stopping the conflict.

"To affect the outcome of the war, to win the war, so to speak. would take several hundred thousand troops with heavy weapons, undoubtedly involving significant casualties," he

"Now, President Clinton has decided not to make that commitment. President Bush before him decided not to make that commitment, and I have to tell you that I am not prepared to recommend the deployment of European trip that will include wiolence there and in preventing meetings with NATO officials. the civil war from spreading to ground troops."

DIVISIONS: New Era's Dangers Rivaling Cold War's

sentiment is apparent.

five years ago.

ethnic identity — the Soviet Union, Yugoslavia and Czecho-

But lertile soil for the Yugo-

slav disease exists elsewhere in

Eastern Europe and the Bal-

kans. Long subservience to

alien empires or Communist

Party rulers, economic back-

and the general absence of democratic tradition have created receptive audiences for militant

nationalism, which bas a facile appeal in that it promises a glo-

rious future on the hasis of a

There are more than 25 mil-

Russia, at least 2.3 million eth-

Alhanians in Macedonia and

supposedly glorious past...

wardness, historical grievances

Yugoslavia has seen an atavistic retreat into nationalist fury that has cast the shndow of concentration camps and the Serhian slaughter of Bosnia's Muslims across the European Continent. Against this madness, grand Wilsonian principles like the self-determination of peoples and grand institutions like the United Nations and NATO

have proved no insurance.

All of them will probably

have to be rethought after the death of 250,000 people and the displacement of 2 million in a Bosnian conflict born of old grievances, economic stagnation, the cynical leadership of communists-turned-nationalists and Western disarray. Certainly, the gloom of Bos-

nia has come not only from the fighting. It has also stemmed from the way NATO, the Euro-pean Union and the United Na-tions have been revealed as cumbersome and divided before the ethnic conflicts of postcommunist Europe. In July. President Bill Clin-

ton was celebrating cooperation between the United States and Europe during the Cold War. "No wall can lorever contain the mighty power of freedom," he intoned in Berlin, at the site of the wall that once divided the city. But he did not mention the

divided city of Sarajevo, where American soldiers have been as conspicuously absent as they were decisively present in Berlin, and his words rang hollow in a Europe now increasingly bereft of American leadership.

the Kosovo region of Serhia, a vociferous Greek minority in Albania and a large Turkish minority in Bulgaria. If Serbian claims to territory could bring an intractable war to the Balkans, what of an eventual explosion of Russian nationalism under Vladimir V.

Of course Sarajevo is not Ber- Zhirinovsky, or an Albanian

the world into hostile hlocs does single country or a sudden not lurk behind the city's barri-Hungarian itch to recover the ers. But it is far from clear that large swaths of territory lost to Europe's new cleavages, rooted in the vagaries of tribal alle-Romania, Yugoslavia and Czechoslovakia niter World giance, are less menacing than those of the Cold War. Already, War I? the potential of Bosnia's rival

'Unease is evident. Ethnic Albanians vow to achieve autonoarmies to be proxies for a resurmy, or even independent states. gent Islam and for pan-Slavic in Kosovo and western Macedonia. Greece has expelled more than 50,000 ethnic Alba-Already, the three states in nians in reprisal for the arrest of Eastern Europe without a clear five ethnic Greeks in Albania. The ethnic Russians in the Balslovakia — have disintegrated since the fall of communism tic states and the Ukraine are a lingering source of tension.

Romania's Hungarian minority is furning over a recent decision by the local authorius to remove a bronze statue of a 15th-century king Mathias, from the Transylvanian city of Cluj because, some Romanians say, he symbolizes 500 years of Hungarian oppression hefore Transylvania herame Roma-nian after World War I. Averting these dangers is ar-duous. The Iron Curtain was all

lion ethnic Russians outside nic Hungarians outside Hunga-ry, at least 2.2 million ethnic

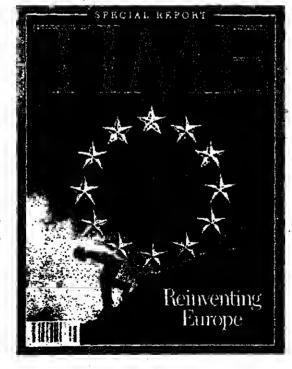
vealed Western institutions as

an you discuss current issues

What will Berlusconi's "The Knight of Italy" next move be?

Is Moscow a city without any hope for tomorrow?

Has Boutros-Ghali's UN planetary order lost direction?



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of a piece: It could be policed. and American troops, among others, did so. But the jagged fragments of old enmitties constitute a mined and scattered "The Yugoslav war has re-

bungling, incompetent and powerless," said Jonathan Eyal. the director of studies at the Institute of Strategic Studies London. "We thought we could bark and people in the Balkans would listen, but they defied us and found us naked. The message that sends is terrible: The only question now is how violent the Bosnian war will be and lin, at least not yet; a division of drive to unite its people in a how far will it spread."

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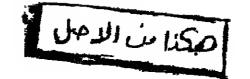
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Smokeless Cigarette to Refire Industry?

By Philip J. Hilts New York Times Service

WASHINGTON - Faced with shrinking markets and mounting attacks by antismoking groups, the R. J. Reynolds Tobacco Co. plans to market a cigarette next year that produces little smoke or odor and no ash but still contains as much nicotine as regular cigarettes.

The company, which has spent about \$500 million in the last decade developing the low-smoke cigarette, is gambling that such a product can bring new life to the

The new cigarette, R. J. Reynolds hopes, could undercut some of the most basic arguments made against smoking: that cigarettes are extremely hazardous to smokers and that secondhand smoke is irritating and harmful to nonsmokers.

The argument on secondhand smoke has led to smoking hans in 700 cities and counties in the last two years, prohibiting smoking in public places as diverse as airplanes, restaurants and even sports sta-

The new cigarette, called Eclipse, does not burn the tobacco but uses smoldering charcoal to extract the flavor, cutting the cancer-causing tars of other cigarettes by 90 percent, company executives say. But R. J. Reynolds stops short of making direct health claims for the cigarette because it does not have the scientific evidence to back up the claim.

The company introduced a similar nonhurning cigarette, called Premier, in 1988, but it was withdrawn because smokers disliked the flavor and critics protested that it was intended to lure new smokers and prevent current ones from quitting.

Reynolds, thinks it has found a way to deal with those problems. The objections

SAN SALVADOR - Arch-

bishop Arturo Rivera y Damas.

who led El Salvador's besieged Roman Catholic Church

through civil war as its priests

were assassinated and its pa-

rishioners persecuted, died Sat-

urday of a heart attack, his

Often the lone voice of the

aides said. He was 71 years old.

nation's conscience, Archbish-

op Rivera spent much of the

1980s promoting dialogue be-

tween leftist guerrillas and the

U.S.-hacked government

forces, who fought a war in which tens of thousands of peo-

ple died. His efforts helped

bring about the peace accords

that ended the conflict in 1992.

tered in recent months, Arch-

system of justice and an end to

As the peace agreements fal-

mand political reforms, a fair Guardian.

bishop Rivera spoke out to de- according to the newspaper The

by smokers have been largely overcome by making the cigarette smell, taste and look more like a regular cigarette. And the company plans to market Eclipse in an unusual manner: in town meetings in which smokers would be introduced to the cigarette

R. J. Reynolds is again gambling that a new product can undercut some basic arguments made against smoking.

and then, once convinced, would, the company hopes, spread the word about it. Reynolds says the converts could also he the company's strongest advocates against government regulation that could take the

cigarette off the market.
Thomas C. Griscom, executive vice president of Reynolds, said that the company saw Eclipse seizing a small share of the market in the beginning — perhaps 1 percent — but that the share would steadigrow as people tried the new cigarette. 'After that, there is no way of knowing how big the market could be, because there is no other product like this," he said. This is where we hope the future of the

company is." Because the new cigarette delivers as much nicotine as regular cigarettes, it is just as addictive. Nicotine, although not the most harmful component of conventional cigarettes, nevertheless carries some risk of heart disease. The cigarette also delivers about as much carbon monoxide. which is toxic to the lungs, as regular

James O'Hara, the chief spokesman for

some of the war's worst atroc- let because of his familiarity and noble in carriage and de-

with the company's develop-

ment since the 1930s and his

high standards in teaching and

staging the troupe's signature

As a performer, he made his

works in London and ahroad.

reputation as a danseur noble,

who excelled in the 19th-centu-

ry classics and in Frederick

Ashton's hallets. But after he

succeeded Robert Helpmann as

Miss Fonteyn's regular partner

in 1950, audiences identified

him largely with one of classical

ballet's most notable partner-

His achievement in this re-

gard was summed up in 1957 by

John Martin, dance critic of

The New York Times, who not-

ed Mr. Somes's deliberate "self-

effacement" with the English ballerina but added: "How

Archbishop Rivera of Salvador Dies at 71

ities to go unpunished.

He was appointed by Pope John Paul II after the murder in

1980 of Monsignor Oscar Ar-

nulfo Romero, a critic of the

The new archhishop adopted

less confrontational, more

measured style. He emerged in

the 1980s as a champion of hu-

man rights and social justice.

Michael Somes, 77, Ex-Star

LONDON (NYT) - Mi-

chael Somes, the first male star

to be trained by the Royal Bal-

let and Margot Fonteyn's long-

time partner, died Nov. 18 in

London. He was 77 years old.

The cause was a brain tumor,

Mr. Somes was often called

Of Royal Ballet in London

army and the government.

the Food and Drug Administration, said, DICTATORSHIP OF VIR-"We haven't seen this new product yet, hut the scientific data needs to be looked at. and we would be pleased to meet with the Battle for America's company.

For more than a year, Reynolds has By Richard Bernstein. 367 been conducting consumer tests in which the cigarette has scored very strongly both pages. \$25. Alfred A. Knopf. among smokers and their nonsmoking spouses and family members. More than 80 percent of both groups who have been Nicholas Lemann part of the testing say they believe the cigarette is a breakthrough.

The Eclipse cigarette looks like a standard, white filtered cigarette, and contains cational) for the sins it commits tobacco and reconstituted tohacco parts as in the name of fighting racism conventional cigarettes do. But it does not and sexism, Richard Bernstein work as a regular cigarette does.

The crucial difference is at the lighted end. At that end is a piece of charcoal, by doing a Nexis search for the wrapped in a fiberglass insulator. When words "multicultural" and charcoal is lit, it hurns at about 900 "multiculturalism." There are trees centigrade, (,1652 degrees Fahren-40 appearances in 1981, more the charcoal is lit, it hurns at about 900 heit) or about the same as the flame on a than 2,000 in 1992: "a 50-fold regular cigarette. But it is wrapped in an increase in just 11 years." insulator so that it does not start the tohac-

Just behind the charcoal are processed tobacco parts containing more than 50 percent glycerine, which vaporizes at temperatures below those that would burn a cigarette. The glycerine thus makes a smoke-like medium that can carry the tobacco flavors without hurning the tobacco.

In effect, then, the cigarette works like a coffee maker. The hot air passes through the glycerine and tobacco, carrying flavor and nicotine, just as water passing through coffee grounds picks up flavor, and leaves the coffce grounds behind in the filter.

Because the cigarette does not hurn, it remains the same length after it is smoked and the tobacco taste is depleted.

portment, he infuses the succes-

sion of hasically wooden

princes with humanity and in-

astronomer whose work ex-

panded the understanding of

stellar motion, dying white

dwarfs and the origin of the

solar system, died of heart fail-

Maynard L. Pennell, 84, a

former executive of Boeing Co.

who for 34 years played a lead-

ing role in the development of

company made, died of Parkin-

son's disease Tuesday in Seat-

George J. Feldman, 91, a for-

mer U.S. ambassador to Lux-

embourg and Malta and a lead-

ing figure in the U.S. space

large he looms as an artist in his effort, died Tuesday in Bryn

ure Nov. 21 in Minneapolis.

Willem Jacob Luyten, 95, an

nate gallantry.

BOOKS

TUE: Multiculturalism and

Reviewed by

out his purpose, which is to excoriate the Left (mostly edudemonstrates that the phenomenon he deplores is on the rise

Another side of the story can be imparted by replicating Bernstein's Nexis exercise using the phrases "politically correct" and political correctness," which are used always sarcastically, never straightforwardly, hy the opponents, not the supporters, of mulniculturalism. The result is 7 appearances in 1991, and 5,007

in 1992 — a 700-fold increase during the same period.

Perhaps it doesn't look this way to people on campuses, hut from the outside a pitched battle appears to be going on over multiculturalism, with both sides passionate and well armed.

To appreciate "Dictatorship of Virtue" fully, though, relicholas Lemann quires sharing the view of Bernstein, a New York Times reporter, that criticism of political correctness "for a few weeks, was something of a national media event," whereas multi-culturalism is "a movement gathering force," "extremely powerful," "vast and evergrowing," "the establishment" and a "giant force," providing entrée "to book contracts, to prominence in American life"; "covers the public discussion of crucial issues with a layer of

> lists have won.' horror stories that make up the heart of this book merely dramatize a much more general

> campus reign of terror in which free thought and speech no longer exist, the cause of "diversity" is used to impose a rigid

East win the first trick with the

diamond nine. Declarer then

wins the diamond return, draws

trumps, cashes the remaining

high diamond and plays the ace and another club. West wins

with the king and leads a spade,

hut too late. South plays low

from dummy, and when East

 Yannick Noah, captain of the French Davis Cup team, is reading "Face à la Détresse," hy Professor Léon Schwartzenberg.
The professor is a friend of

mine, we were recently in Jericho and Jerusalem playing football. I was particularly interested in his views on the situation of society and ethics in France today. His explanations are lucid and en-

(Margaret Kemp, IHT)

WHAT THEY'RE READING



"extremely conformity, and forced re-education and show trials of political criminals are commonplace.

Many of Bernstein's anecdotes will be familiar, at least in outline, to readers who keep up on the PC issue, because they have been written about often enough to form a miniature In short, "the multicultura- canon: the proposal to require freshmen at the University of If this is the case, then the Texas to take a course called "Writing About Difference"; the persecution of a Penn student who called a group of hlack women "water buffalo"; Brookline High School's attempt to drop a European history course; the assigning of "Children of the Rainbow Cur-

riculum" in New York City public schools; the firing of a tenured professor at the University of New Hampshire over flimsy sexual harassment charges; the leaflet at Smith College that labeled "lookism" a form of oppression, and so on. Bernstein, whose previous books include "From the Center of the Earth" and "Fragile Glory," recapitulates these cases with drama and fervor, on

rial given to him by the antimulticulturalists, along with more pro forma research about the other side's position.

the basis of his own interviews

and of printed and taped mate-

believer in mulnicultural principles. But he says he has become disillusioned after seeing so much bad done in the name of good — hence the book's title.

Notwithstanding this endorsement of multiculturalism in principle, Bernstein never finds a single example of it in practice that he approves of. Everything multiculturalists protest fails to cross his own threshold of outrage. Every multiculturalist thrust is pre-

sented as self-evidently absurd. To pick a small but represen-tative case, only somebody who hasn't carefully read the work of the leading historians of the American West could see, as Bernstein apparently does, Frederick Jackson Turner as someone who is out of fashion only because he has been deemed "Enrocentric," and his revisionist, Patricia Nelson Limerick, as a heavy, ill-informed ideologue.

Certainly, Bernstein's complaints about people who have an exaggerated sense of aggrievement" and about an "industry of exaggeration" that has created "a misleading impression of American life" are strangely easy to apply to his own work.

correspondent for The Atlantic, He presents himself as being a Times.

"not

Nicholas Lemann, a national wrote this for The New York

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BRIDGE

By Alan Truscott HE first National Par Con-L test was played with 301 entrants playing in their own homes, eyes glued to computer

Consider how to play four hearts on the diagramed deal after the lead of the diamond deuce. When North invites game hy raising one heart to three hearts, limit, South thinks he has plenty in hand for game. He is slightly worried about missing a slam, but as it turns out even a game is defeated if a spade is led.

This par deal had a simple moral:think carefully at the first trick, because the second trick may be too late. Luckily \$1087 for South, a diamond is led, not \$284 a spade, and he inspects the 0 Q742 dummy. He discovers an irritat- * K 8 4 3 ing duplication of distribution; each of his suit lengths exactly nearly every type of aircraft the matches the dummy's. He is in danger of losing two spade tricks, a diamond and a club, and this will happen if West has an opportunity to lead spades twice. He has already missed one chance, hut will get two

The key to success is to let West led the diamond two.

more if South casually wins the

wins with the jack he must make a losing lead: either a spade from the king, or a minor-suit card giving a ruff and NORTH 406 EAST (D) **♠ K J 3 2** Ø J 10 9 4 J t0 9 5 2 SOUTH

North and South were vulnerable.

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Source: † VIVA Surveys '92 / '93. * Reader

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Bond Issues Aim to Please Investors

By Carl Gewirtz

PARIS - A year-end rally appears to be under way in the international capital mar-ket. Institutional investors who are not keen to show large holdings of cash in the year-end reports are in a buying mode, while underwriters who are eager to improve their standing are only too willing to propose attractive terms and conditions to prospective issuers.

Last week's fall in equity prices, widely read as a precursor to slower economic growth, gave a big boost to bond prices and improved the market's mood. But skepticism abounds about bow much further bond prices can advance in the cur-

These doubts are shared by investors. who showed a clear preference for very short-dated fixed-income paper and floating-rate notes, which provide the greatest safety against increases in interest rates.

The major imponderable is whether the signal from the U.S. equity market is correct or whether substantial further tightening of interest rates lies shead

The view at Salomon Brothers Inc. and J. P. Morgan & Co., the long-standing pessimists about how far U.S. interest rates will need to rise, is that last week's rally was pothing more than a brief respite in a declining market.

"The end is not in sight for the current tightening phase of U.S. monetary policy, said John Lipsky, Salomon's chief econo-

lan Loeys at Morgan said last week's rally was fake. "We're headed for higher inflation and risiog interest rates," Mr.

Morgan analysts warn that this week's first glimpse of activity in November will

der way. On Thursday, the National Asso-ciation of Purchasing Management's index is forecast to hit a new recovery high, and on Friday, the U.S. employment data are expected to show a rapid increase in payrolls and a gradual acceleration in average

But given the current weakness in the equity market, these analysis expect the Federal Reserve Board will oot increase rates again until its Feb. 1 meeting. The

Federal Reserve's policymakers hold one more meeting this year, on Dec. 20. European analysts are more sanguine. Malcolm Roberts at Union Bank of Switzerland expects this week's data to show "a decline in the workweek and a virtual stabilization in hourly earnings," which may be sufficient to persuade investors that another Fed tightening is not imminent.

Christopher Potts at Banque Indosuez SA said he thought last week's developments were "telling us unambiguously that a significant threshold has been crossed in the process of monetary tightening, that policy is clearly restrictive oow." While he said he agreed that U.S. interest rates were likely to rise, he said bond market participants were focusing on slower growth and tamed inflation as reasons to buy bonds.

George Magnus at S. G. Warburg Group PLC said it was "too early in the ecocomic cycle" for money to move into bonds. Even if equity prices cootinued to fall and even if this led to a repatriation of U.S. investments from emerging stock markets, which pushes up the dollar, be said he expected the money to stay in cash or to be deposited in mooey-market mutual funds until it was clear that the Fed had finished raising rates - a development he

did not foresee until late next year. Investors appeared to share this view,

highlight the pickup in growth that is undated two-year and three-year fixed-rate paper and floaters. Analysts said bond mutual funds considered a three-year

holding as a neutral manuity. Issuers for the most part were top-rated credits and were well received, especially the two-year notes from Union Bank of Switzerland, General Electric Capital Corp. of the United States and BNG of the Netherlands. Toyota Motor Credit Corp.'s

\$250 million of three-year paper also was a By contrast, ABB International Finance NV's \$200 million issue triggered complaints. The payment date is an unusually long seven weeks. Because short-term rates are more likely to rise than fall during that time, investors have oo incentive to commit to buying this paper.

But for the issuer, the long payment date means a more aggressive swap rate. Bankers estimate that assurance of ABB's fixed cost of funds is worth about 2.5 basis points per week on the cost of its swap into a floating-rate liability. The rumor is that it will end up paying 22 basis points below the interbank rate, whereas under the standard one-month payment, its floating-rate cost of money would have been 14 basis points below the benchmark.

Bank America Corp. ran into resistance on its \$200 million issue because of opposition from underwriters on the proposed fees. The five-year notes were initially launched with an underwriting fee of 25 basis points - a level at this maturity normally reserved for triple-A-rated credits. Within hours the fee was raised to 27.5 basis points — the standard charge for a

But BankAmerica is rated single-A, and banks expected a fee of around 35 basis

Fledgling Bond Rally Fragile in Face of Data

Compiled by Our Staff From Dispatches

NEW YORK - A batch of data this week that is likely to show solid growth in the U.S. ecocomy should stem the forward momentum in Treasury bond prices that started last week.

Bond prices posted their biggest weekly pain in 17 mooths last week as investors jettisoned their stocks in favor of what seemed like a less risky bond market.

"We think bonds are very cheap," said Stephen Ward, chief investment officer at the Charles Schwab Family of Funds. Boods aren't a bad place to be right now."

The bond-market rally came after a ninemonth slide that began Feb. 4, when the Federal Reserve Board started raising rates on overnight bank loans to prevent an acceleration of inflation, Bond yields climbed as of economic activity from the National

Compiled by Laurence Desvilettes

Floating Hate Notes

Bank of Seoul

Challenge Book

Eggle Pier Corp.

Urban Martsase Bank of Sweden

Deutsche Ausgleichsbank

Fixed-Coupons

ABB Int'l Finance

BankAmerico

General Electric Capital Carp.

Unibanco Leasing

KFW Int'l Finance

Union Bonk of Switzerland

Deutsche Bank Finance

European Investment Bank

Provincial Building Society

Boden Wuerffemberg L-Finance

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New South Wales (Jersey)

Tasmanian Public Finance

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New International Bond Issues

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Last Week's Markets

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Mat. Coup. Price

high as 8.17 percent this month from 6.17 Association of Purchasing Management. percent in January as prices plunged.

The yield on the benchmark 30-year Treasury bond fell to 7.93 percent last week from 8.13 percent the previous week. While some analysts said the action last week meant yields had peaked for the year, others warned that government data showing solid economic growth could stall the price rally.

The most significant piece of data this week will come Friday, when the Labor Department releases employment data for November. Economists are expecting the report to show that 250,000 nonfarm jobs

vere created. Other numbers include the first revision to third-quarter gross domestic product, due Wednesday, and the November index dne Thursday.

Bond traders also will be watching for indications as to how the holiday shopping season started off over the weekend.

Stephen Slifer, a money market economist at Lehman Brothers Inc., said bond prices could drop if the data suggest the Fed might raise interest rates again at its December meeting, instead of waiting until the end of January or first of February as market participants generally expect.

"It's clear from their comments that they still have a bias toward tightening, and I think that if they get a sense that fourth-quarter growth is going to be above 4 percent, they could well pull the trigger," (Bloomberg, Knight-Ridder)

238 Sweden 242 LKB FRN 243 Haly 250 EdF INTERNATIONAL

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MARKETPLACE

International Conferences and Seminars Tuesday

Most Active International Bonds

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Reoffered at 99.98, Noncallable, Fees 11/6%. Payable in Jan. (ABN-AMRO Bank.) Noncallable. Fees 0.275%. Denominations \$10,000, (Salomon Brathers Int'l.) Reoffered at 99.835. Noncallable. Fees 136%. (Lehman Brothers Intl.) Noncallable. Fees 14%, IJ.P. Morgan Securities.) Reoffered at 99.96. Noncallable, Fees 11/2%. (Swiss Bank Corp.) Reaffered at 99.53, Noncollable, Fungible with outstanding issue, raising total amount to \$350 million. Fees 14%. Reaffered at 99.8325. Noncallable. Fees 176%. (Paribas Capital Markets.) Semiannually. Noncallable. Fees 1%. (CS F)rst Boston.) Reaffered at 99.35. Noncollable, Fungible with oustanding issue, raising total amount to \$250 million. Fees 11:96. Nancallable. Fungible with outstanding issue, raising total amount to 1.5 billion marks. Fees 272%. IWest L.B.1 Reoflered at 100.10. Noncallable, Fees 1/6%, (Deutsche Bank.) Realfered at 90.322. Noncollable. Fungible with oustanding issue, raising total amount to \$600 million. Fees 1 % %. i Barclays de Zoete Wedd.) Reoffered at 99.85. Nancallable. Fees 196%. Denominations 00,000. (CS First Boston.) Reoffered at 99.675. Noncaliable. Fees 176%. (ABN-AMRO Bank.) Reaffered a) 99,975, Nancallable, Fees 1 1/8%. (Rabobank,) Reoffered at 99.325. Noncallable. Fees 1%%. (Rabobank.) Noncollable, Fees 1%%. Payable in Jan. (Barclays de Zoete Wedd.) Reoffered at 30.65. Yield 10.64%, Noncollable, Proceeds Aus\$43 million, Fees 11/2%, Payable in Jan. (HSBC Markets.) Nancallable, Fees 11/2%. (Deutsche Bank.) inferest will be 5% until 2000, when issue is callable at par, thereafter 5.40%. Fees not disclosed. Denominations 100 million yen. (Mitsubishi Trust int'i.) Coupon amount will be linked to the yen performance. Fees not alsolased. Denominations 10 million yen. [Margan Stanley In!"].)

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Over 6-month Libor. Redeemable at par in 1998, Fees not disclosed. Payable in Jan. (Standard Charlered Asia.)

Over 6-month Libor. Nancollable. Fees not disclosed. Payable in Jan. (Morgan Stonley Int'l.)

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Over 3-month Libor, Nancallable, Fees 0.20%, Denominations £10,000. (CS First Baston.)

Over 3-month Libor, Noncollable, Fees 0.20%. (CS First Boston.)

Over 6-month Libor, Noncallable, Fees not disclosed. (IBJ Asia.)

Over 3-month Libor. Noncallable. Fees 0.20%. (Swiss Bank Corp.)

Over 3-month Libor. Noncollable. Fees 0.175%. (Goldman Sachs Int'l.)

Interest will be the 3-month Libor. Noncattable. Fees 0.20%

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China

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Job Loss

In 1994

Compiled by Our Staff From Dispatches

BELJING - Real personal

incomes are rising rapidly

enough to keep ahead of 20 per-

cent inflation, but government economists said Sunday they expected China's unemploy-

Economists at the Chinese

Academy of Social Sciences, a

government agency, predict

that urban incomes will rise 7

percent this year adjusted for inflation, while rural incomes

will increase by an inflation-

adjusted 5 percent, the official

The economists predicted

that inflation would remain at

20 percent for the year — twice

the official maximum target.

The urban inflation rate in Oc-

tober hit a peak of 27.7 percent.

struggling to strike a balance

between inflation and the alter-

native - massive layoffs that

could threaten China's social

But China said it would des-

ignate 30 percent of its national

unemployment insurance fund for retraining the rapidly ex-

panding ranks of jobless work-

ers, according to an official re-

port. An estimated 1,5 million

Chinese will be drawing unem-

ployment benefits by the end of

1994, which is equal to the com-

bined total of the past seven

Separately, the government

The Public Security, Labor

Policymakers bave been

China Daily said.

stability.

ment rate to soar this year.



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Hard Times for Stocks After a 20-Year Boom?

By Floyd Norris

EW YORK — If there is one thing that 1990s investors have had pounded into their beads, it is that stocks are the best long-term investment. Over the long stretch of history, we are told, stocks produce an average return of about 10 percent a year. The academic studies prove nothing else does as well.

The boom in the mutual fund industry is evidence of growing belief in this. The stock market may have done nothing this year.

but three of the four best months ever for stock mutual funds—in terms of net cash flow from investors --- were in 1994.

term' can be a very Investors bave put more money into stock funds than they long time. took out for 48 consecutive months. To put that into per-

spective, the industry's old record was 12 months, a string that ended with the 1987 market collapse. We have a theory about the relation of academic research to the stock market: First the academics discover something and are ignored by most money managers and the public. Those who

believe make money. Then, as the word spreads, more and more climb on the bandwagon, and the trend gets even truer. They drive prices to ridiculous

beights, then the bandwagon crashes. That happened, to cite one example, when the professors found that small stocks had a way of doing better than big stocks, year after year. Eventually, so many people were throwing money at small stocks that prices got out of hand in 1983, and such stocks did poorly for the rest of the decade.

A couple of important stock market anniversaries serve to remind us that while stocks may be winners in the long run, the short term can be a very long time indeed. It was 40 years ago last week, Nov. 23, 1954, that the Dow Jones

industrial average first closed above its 1929 peak. Anyone who bought at that peak had to wait 25 years to break even. And next week brings the 20th anniversary of the end of the worst post-Depression bear market. On Dec. 6, 1974, the Dow

closed at 577.60, a 12-year low. It was down 45 percent in less than The papers then were not full of talk about how stocks were a wonderful long-term investment. Instead, they discussed how much

lower the Dow would go - another 10 percent or so was the consensus - and how long the recession would last. It was over in a few months, but most expected it to last longer. Triumphant Democratic politicians - having scored big gains in

midterm congressional elections - were talking of imposing controls on prices, wages, executive compensation and profits. Today, things could not be more different. Over 20 years, stocks

See STOCKS, Page 10

THE TRIB INDEX

International Herald Tribune 118 World Index 1102

113

112

111

World Stock Index, composed

of 280 internationally investable 116

Week ending November 25,

stocks from 25 countries. 115

compiled by Bloomberg 114

Business News.

Another U.S. Money Measure Turns Negative By Carl Gewirtz meni account peaked in 1981 at \$33 crease in U.S. interest rates two weeks ago, foreign exchange analysts see the

International Herald Tribune, Monday, November 28, 1994

dollar pushing up to 1.58 Deutsche

marks in the next few weeks while

remaining relatively stable against the

The dollar ended last week at 1.5602 DM and 98.775 yen. The big test for the dollar looms between 1.58

and 1.60 DM, a "formidable resis-

The 1994 turnaround

highlights the dollar's

on the nation's

vulnerability.

investment income

PARIS — The clock started ticking in 1987, when for the first time since the early years of this century foreign debts owed by Americans began to exceed their overseas assets.

It was only a matter of time until the cash flow of dividend and interest payments caught up with the balance sheet, and that time has arrived.

With U.S. net international debt estimated at \$556 billion at the end of last year, it's only this year that America's net investment income turns from positive to negative — and the United States opens a new outlet for hemorrhaging dollars to a world already awash in them.

"It's another drag for the dollar on the foreign exchange market," observes George Magnus at S. G. Warburg in London.

Nevertheless, the current consensus is that the dollar is headed for a bit of a bounce. Typically, the approach to year-end is positive for the dollar as U. S. companies begin repatriating profits and dividends on foreign operations for their yearly reports. And with the dollar still benefiting

investment-income account highlights from the larger-than-expected in-

the vulnerability of the dollar to the whims of foreign investors. America's net income on the invest-

tance area," says Joe Prendergast at Paribas Capital Markets in London.

But not much of a move is expected

against the yen, as Japanese investors show no inclination yet to resume pur-

chases of foreign assets.

Meanwhile, the turnaround on the

billion. Last year it amounted to a measly \$4 billion.

This year it turns to an outflow estimated at \$7 billion, and the deficit thereafter is forecast to balloon — up nearly 60 percent next year and 80 percent the year after — through the end of the century. The interest the U. S. government pays on bonds beld hy foreign investors accounts for a large share of the turnaround.

In comparison to the merchandise trade deficit of more than \$150 billion, an estimated investment income deficit of \$20 billion by 1996 does not appear dramatic.

"But it's not trivial," insists one close observer of the statistics. "It becomes a drag quite quickly — another source of dollar outflow that needs to be financed.'

This observer notes that investment income is only a relatively small component in measuring the balance of international payments and thus can be swamped easily by, for example, a huge flow of foreign money into U.S. stocks and bonds.

But with portfolio flows this year running out of rather than into the United States, the new deficit on in- are but two examples.

TeleCheck Services Inc. said.

to 7 percent increase.

Christmas spirit.

vestment income "is one more reason why the dollar has been under pressure in the foreign exchange market," the close observer adds.

Although the size of its international indebtedness makes it by far the world's largest debtor, the United States is not on the lip of a debt crisis, as the dollar amount of the debt is equal to a mere 8.5 percent of total annual ootput, or gross domesuc product.

But, as the Organization for Economic Cooperation and Development reported last week in its survey of the U.S. economy, the shift in financing flows and the continuing buildup of indebtedness to finance the persistent external deficit make the U.S. economy "increasingly vulnerable to changes in market perceptions."

The long delay between the 1987 accounting slide into net debt and this year's appearance of an investment income deficit is in part explained by the high rate of return on decades-old U. S. investments abroad compared with relatively recent and often unprofitable international investments in the United States, of which Rockefeller Center and Columbia Pictures

U.S. Shoppers Balk at Prices and Wait for Sales

By Stephanie Strom New York Times Service

NEW YORK - U.S. retailers kicked off their Christmas shopping season over the weekend, but many shoppers seemed to be saying they would wait a few weeks before making major

Even the early arrival this year of Hanukkah, which start-ed Sunday night, seemed to bring no added urgency. Most shoppers were keeping an eye out for bargains and boping that skittish retailers would slash prices closer to Christmas.

Despite abundant promotail Solutions Inc., a retail consulting firm.

Mr. Lagnado said be expected mechanisms. Christmas Eve, which falls on a Stores selling apparel were Saturday this year, to be the much less busy. Clerks behind most lucrative day for retailers. followed by Dec. 23 and Dec. 17. end was to see consumers prac- ers kept busy folding sweaters ticing their skills at this game of and straightening displays.

what I'm buying, so I always which does most of its business shop around until the week bein clothing, lured customers secretary who works in Stam- the doorway. ford, Connecticut.

A.M. on Friday.

The discounts are likely to continue, because many retailers have slightly beavier inventories of apparel than they had anticipated for this time of year. An unusually mild autumn has inhibited sales of sweaters, coats and other cold-weather gear, which must be cleared out by the end of January.

The busiest stores were those selling items for the bome. At the Williams-Sonoma store in Stamford Town Center, custions intended to get people to tomers laden with goods waited shop early, "the notion that the in line 10 deep at each cash day after Thanksgiving is the register, and Brookstone, which biggest sales day of the year has sells everything from basic tools become myth," said Isaac Lag-nado, principal of Tactical Re-ment to fancy gadgets, was full of people trying out leather re- fall into that ballpark. Tracy cliners with built-in massaging Mullin, president of the federa-

the cosmetics counters at Saks
Fifth Avenue found few takers

Ado billion last year. To visit stores over the week- and in the Limited store, work-

Stores that sold gift items "I'm not so particular about fared better. Banana Republic, ter," said Susan McKinney, a boliday party wear just inside Victoria's Secret was clearly

Most stores have begun of the store of choice for men Bloomberg Business News fering discounts on selected shopping for their wives. It even ported earlier from Houston: merchandise, while some, like had two male employees on

I.C. Penney, Sears and Wal- band to answer questions from considered the first day of the **Letdown** in Germany Mart, enticed shoppers with men who might be embarrassed specials that began as early as 6 about asking a female sales clerk about lingerie.

> Retailers said they were not anticipating the sales bonanzas they reaped during the past two boliday seasons, when sales soared far beyond their expectations. Last year, boliday sales jumped between 7.5 percent and 8.9 percent, depending on the definition of the season, and the increases were even greater the year before.

Some analysts and economists measure boliday sales starting at the end of November through December, while others include the entire two months.

The National Retail Federation is predicting a 6 percent sales increase this year, and most other analysts' estimates tion, said sbe expected retailers to ring up \$425 billion in sales during the five-week period be-

"Although last year was up about 7.5 percent over the previous year, we'll be very happy with a 6 percent increase," she

Ms. Mullin cited a number of fore Christmas because the with prominent displays of sat- macroeconomie indicators that prices just get better and bet- in scarves, velvet gloves and portend bealthy boliday sales, including low unemployment, fairly stable consumer confidence and lower consumer debt. Bloomberg Business News re-

U.S. retail sales on Friday,

holiday shopping season, rose 5.7 percent from a year earlier, Retailers said Sunday that sales on the first "long Saturday" ahead of Christmas were disap-The Houston-based check pointing. Reuters reported acceptance company said that a from Cologne. same-store comparison of the dollar volume of authorized

It said retailers surveyed were checks written by consumers at disappointed, but many boped more than 10,000 locations the Christmas season was just across the United States fell having a late start.

within its forecast of a 5 percent German shops usually close William Ford, the senior ecoon the first Saturday of the month, when they stay open unnomic adviser at TeleCheck, til 4 P.M. in summer and 6 P.M. said cooler weather that recenty moved across much of the in winter. On the last few week-United States "may bave ends before Christmas, bowevhelped get shoppers into the er, they stay open until 6 P.M.

The German Federation of

at 2 P.M. on Saturdays except will be tightening controls on foreigners finding jobs in China's booming economy, an official report said. and Foreign ministries have issued a joint circular banning unauthorized employment of foreigners, the report said.

Daimler Planning A Vietnam Move

HANOI — Daimler-Benz AG of Germany has applied to open a joint venture assembly line in Vietnam to build cars and small trucks, it was reported Sunday.

subsidiary is seeking to open a \$70 million project with Saigon Motor Co., owned by Ho Chi Minh City and the May 1 Automobile Plant, the Vietnam Investment Review said.

clearance to produce beer in Vietnam, a semiofficial report said Saturday. San Miguel will own 51 percent of a \$24 million joint venture, the Vietnam Investment Review reported.

Volkswagen Is Setting Date For Launch of a New Beetle BONN - Volkswagen AG said Sunday that it would produce a

new version of its legendary Beetle car. "We have now taken the decision to build the ear before the end of the decade, although details about where it will be built and so

on are not yet clear," said Bernd Graf, a spokesman. The automaker has indicated that any new Beetle would be produced in Mexico and would be aimed at the U.S., Canadian and some South American markets, with production starting in 1998 or 1999 and prices at around \$12,000 to \$13,000.

The car will be based on the new Polo model platform and probably have a turbo diesel or electric-diesel hybrid engine system. It will differ from its predecessor in having a water-cooled, frontmounted engine instead of a rear-mounted, air-cooled engine. It will also have such modern safety features as air bags and anti-lock

The Beetle was designed by Ferdinand Porsche, a German engineeer, in 1934. Although production of the car in Europe ceased in 1978, the Beetle is still being built in Brazil and Mexico. Around 22 million have been built, making it the most-produced

Separately, San Miguel Corp. of the Philippines has won

daily closings. 110 127 124 130 129 127 Industrial Sectors/Weekend close

Unitities 122.43 128.97 -5.07 Raw Materials 128.50 138.97 -7.53 Finance 110.06 116.13 -5.23 Consumer Goods 102.83 105.43 -2.47 Services 112.75 119.42 -5.59 Miscellaneous 115.25 125.48 -8.15 The index tracks U.S. dollar values of stocks in: Tokyo, New York, Longottal Chila, Denmark Chila, Denmark	Energy	111.89	118.87	-5.87	Capital Goods	111.41 118.79	
Finance 110.06 116.13 -5.23 Consumer Goods 102.83 105.43 -2.47 Services 112.75 119.42 -5.59 Miscellaneous 115.25 125.48 -8.15 The index tracks U.S. dollar values of stocks in: Tokyo, New York, London, and Constant Chila. Denmark				_	Raw Materials	128.50 138.97	-7.53
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Riding Asia's Sports Boom **Hong Kong Partners Face Major Decisions** By Kevin Murphy International Herald Tribune "This business is a lot of deadlines and a lot of unknowns," said Mr. McGahan, who left

HONG KONG — Working from a shared office in the bustling Wanchai district, Marlene Lee and Des McGahan sit at the center of Asia's professional sports boom. But for the two co-owners of PRISM, a

small public relations firm specializing in the management of sports and entertainment events, it's no time to rest on their laurels. With Asian living stan-

dards and demands for lei-S M A L L BUSINESS sure and entertainment activities growing rapidly in step, their game has barely No one really com-

petes with us right now," said Miss Lee, a Canadian who settled bere after buying a round-theworld ticket to all the places she then considered living in. "But it looks like others now want to come in."

Since pouring their savings into the startup business five years ago, the PRISM partners have become Hong Kong's top team of its kind since they decided they would rather work for themselves than for a previous em-

PRISM, or Public Relations International Services Management, is typical of many public-relations firms in the services it provides to a largely corporate client base. But with early successes in managing such

events as the Hong Kong Sevens, an annual rugby tournament of national seven-player teams from around the world, and Asian stops on the Johnnie Walker Golf Classic, PRISM has built up a lead in a rapidly growing regional market niche. They have an impressive combination of

expertise and energy and sheer get-up-andgo," said David Broadbent, corporate affairs head of Hong Kong & Shanghai Banking Corp., long a sponsor of the rugby sevens. "They deliver." On a recent weekend four groups of PRISM's staff of 30 were spread across Asia.

working in Beijing, Tokyo, Shanghai and Ma-nila on one sort of event or another, overseeing the planning, media relations and logistical minutiae that make or break any event. Injured sports stars, typhoons, feuding sponsors and bureaucratic red tape are just some of the crises that can make this work a frazzling endeavor for the fainthearted.

his native Northern Ireland because of "the troubles" and worked and studied in Australia before settling in Hong Kong, "But we love the challenge of the big events." Lately though, bigness has become an issue

as the boom in Asian sports and major events threatens to grow more quickly than PRISM "Events suit the Asian style of doing busi-

ness," said Miss Lee, who served was president of the Canadian Chamber of Hong Kong in 1993. "Clients appreciate the use of special events to gain access to the people they want to see, whether it's government officials or big local businessmen. "And," said Mr. McGahan, "companies

are seeing bow successful sponsorship can be in advertising in a place like China, where they love their sport, and other forms of advertising are still in their early stages."

Adding to the surge in sports is the endless demand for programming created by explo-sive growth in Asia's satellite and cable television industry. Industry observers expect many more deals

such as the \$20 million sponsorship of an Asia-wide badminton competition backed by the sports promoter International Management Group and STAR-TV, owned by Rupert Murdoch's News Corp. "Broadcasters and entertainment groups

have finally woken up: Asians like to watch Asian sport," said Mr. McGahan, who predicts an "explosion" of new sporting events and competitions across Asia.

"We will soon see the development of Asian sports beroes," adds Miss Lee. "Once that starts the spin-offs will be enormous." But a reluctance to build up fixed costs by

opening offices elsewhere in the region has burt PRISM when large potential clients consider hiring them for Asia-wide projects. "There is only so far PRISM can go," said Mr. McGahan of a business with a turnover

of about 25 million Hong Kong dollars (\$3 million) this year. "Either we stay the same and miss the boat, or we align with someone." Whether to expand or seek a larger partner remains to be decided, but PRISM executives say they have had plenty of offers.

(Articles in this series appear every other

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The Hard Part of the New Capitalism: Learning Service With a Smile

Los Angeles Times Service
PRAGUE — II was 7:45
A.M., 15 minutes before open-

ing, when the Kmart salesclerks congregated in the menswear department for their daily dose of religion, free-market style. Two dozen women in bright red smocks gathered around a hargain hin of flashy neckties as a supervisor preached from the

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store's "Ten Commandments of sternly. "You are making mon-

The capitalist lesson for today: Smile even if you feel have stocked East European lousy. Dress up even if you prefer jeans. Oblige customers even if they treat you rudely.

"Look in the mirror every morning and make sure the unpression you give is a good gruous the phrase has no lin-one." Hana Pekarova said guistic equivalent in most of

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ey for the whole store." Five years of free enterprise

another matter. The notion of "customer service" is so incon-

place where you can send employees and have them come back as different people," said Imrich Gombar, director of human resources for Kmart in the Czech Republic and Slovakia, where the company has taken gruous the phrase has no lin- over 13 state-owned department stores.

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"There is no miraculous nism, everything from toilet paper to bicycles was in short supply, it settled in the psychology of people that those behind the counter were in a superior position," said Jaroslava Stastna, a sociologist of the Central European University.

At the British-owned Hotel Bristol in Warsaw, the management interviewed 4,000 people before picking 290 as suited for the hotel's doting customer ser-

"Because, under commu- vice, and half of those have said Ingrid Eras, the hotel's per-

The Bristol requires employees to hathe daily, wear deodorant, refrain from eating garlic and spicy foods, keep a toothbrush and toothpaste on hand, avoid nail-hiting, wear only clear nail polish and keep fingers out of mouths, ears and noses. Their hair must also be washed daily and he "re-strained" in color and style.

Above all, they are expected "to be happy and friendly."

sonnel and training manager. "The discipline we require has been the hardest part for most people," she said. "It is not easy telling people to com-pletely change their thinking

and personal habits, that what they have been doing for the past 15 or 20 years is wrong." One success is Agnieszka Ja-sinska, the sales director, who started two years ago as a clerk as a bleached blonde with

bright red nails. Ms. Jasinska said her family was shocked when she cut her hair, threw out the bleach, stripped the nail polish, bought pin-striped suits and toiled without complaint 12 hours a day. Putting on a happy face has

been one of the least popular and most ridiculed notions of customer service in the former Communist world, where service with a sneer was long considered a badge of honor.
"Being nice is forced under

was under socialism," said the

Polish satirist Jacek Fedorowicz in a popular radio broadcast chronicling changes in Poland "A human being does only what it pays him to do, and under capitalism it pays to be nice and

smiling. Grazyna Lobaszewska, a training consultant for McDonald's restaurants, said East Europeans are perplexed by Westorn expectations that negative

emotions be put aside. But McDonald's has also urged managers to delve into the personal problems of employees and juggle work assignments accordingly.

"It is not unusual for some-one in the United States who has a big problem at home to say, 'Fine, thanks,' when asked at work how he is doing," she said. "Our tradition is different When you have something on your heart, you don't hide it."

Even the guards at Prague Castle, the official residence of President Vaclav Havel and a capitalism, just like being rude popular tourist attraction, are working on people skills.

NEW YORK — Kemper Corp. is considering the piecemeal sale of its insurance, munual fund and brokerage divisions if it does not find a buyer for the entire company by the end of the year.

"If they can't get an offer they like, they say they'll break up the

\$2.96 hillion offer for the company Nov. 20. The company's stock fell 18 percent last week, closing Friday at \$39.875.

Brokerage concerns said they had been contacted by Kemper's adviser, Goldman, Sachs & Co., about considering new bids for the company. A Kemper spokesman declined to comment except to point out that Kemper's chairman had said the company would

Not surprisingly, in 1974 bottom fails out. The sagging

yielding 5.4 percent in divi-dends. The figures now are 18 times earnings and 2.9 percent. The bet here is that this all

stock market early last week reflected unwarranted recession

fears, which are likely to fade. Still, it seems like a sure bet that the next 20 years won't be as good as the last 20 for the stock market.

Russia Reaches Pact With Japan on Debt

TOKYO — Japan agreed Sunday to give Russia more time to repay trade debts of as much as \$280 million and promised to strengthen economic relations, the Foreign Ministry said. The agreement came in talks between Yohei Kono, Japan's

foreign minister, and Oleg Soskovets, the first deputy prime minister of Russia. Mr. Soskovets, who arrived Sunday for a four-day visit to Japan, also agreed to start full-scale negotiations on fishing rights in the waters near four Russian-held northern islands also claimed hy Japan, said a Finance Ministry official who spoke on condition

of anonymity. Mr. Kono and Mr. Soskovets signed four memorandums, the

official said. Under them: ● Japan will allow Russia to reschedule \$180 million in debt due by the end of this month. The debt will now be repaid over 13 years starting in September 1997. The official said Japan would sign another accord next week to allow Russia to reschedule its remaining \$100 million in debt.

• Japan and Russia will set up a cabinet-level committee to discuss ways of promoting economic and trade relations.

 Japan will extend assistance such as personnel training for Russia's shift to a market-oriented economy. Japan will help with Russia's entry into the General Agreement on Tariffs and Trade and the World Trade Organization.

SHORT COVER

Hungary Presents Privatization Plan

BUDAPEST (Reuters) — The government has made decisions on the extent to which it will privatize major state enterprises, the privatization commissioner, Ferenc Bartha, said Sunday.

While some enterprises would be fully privatized, the government plans to reduce its boldings in other enterprises to a minority

The enterprises involved were Magyar Villamosmuvek Rt. the national electrical utility; National Oil & Gas Industry Co.; the country's five rural gas suppliers; Antenna Hungaria Rt, a broadpartly private.

The decision marked a new stage in the privatization strategy adopted by the government this month and the privatization bill submitted to Parliament, the commissioner said.

Investors Sue Paine Webber

NEW YORK (Bloomberg) - Clients have filed suit against PaineWebber Group Inc., accusing the brokerage of duping them into buying risky limited partnerships.

The lawsuits, which seek class-action status, follow a disclosure

that the Securities and Exchange Commission is investigating PaineWebber as part of a broad review of Wall Street's limited partnerships sales.

The suits, filed last week in U.S. District Court and in New York State Supreme Court, both in Manhattan, seek unspecified damages.

Bausch & Lomb Sees China Growth

SHANGHAI (Reniers) - Bausch & Lomb Inc., a contact-lens maker, predicts a 48 percent growth in sales and profit in China

this year, a company executive said Sunday.

Stephen Walton-Anderson, managing director of Bausch & Lomb China Inc., said sales in 1994 were forecast at 200 million yuan (\$24 millioo), up from 135 million last year. China would account for 25 percent to 30 percent of company sales in the Asia-Pacific region this year, he said. Overall growth in the region is estimated at 20 perceot this year.

"We are optimistic we'll see the China market grow at around

30 perceot." he said. Bausch & Lomb plans to invest \$30 million in China in the oext five years, he said. Part of this would be to expand to a joint venture in Beijing, which makes contact lenses and lens solutions.

GEC Gets Hong Kong Rail Contract

HONG KONG (AFP)—GEC Alsthom Transport SA has won a contract valued at 470 million Hong Kong dollars (\$61 million) to install a signaling system for the new Hong Kong airport railway system. A statement from the Mass Transit Raiway Corp. said Saturday

that the electrical and mechanical engineering project — the ninth of 31 major contracts connected with the airport raiway — would be launched next week.

The new Chep Lak Kok airport, due for completion in 1997 to replace the congested Kai Tak airport, will be connected to the rest of Hong Kong by a 34-kilometer (21-mile) express railway.

Chinese-German Trade Up Sharply

BELJING (AFP) — Chinese-German trade volume exceeded \$7.9 billion in the first nine months of this year, making Germany China's largest trading partner in the European Union. the China Daily said Sunday.

Volume was up 19.9 percent compared with the same 1993 period, with Chinese imports of German goods rising 21.4 percent to \$4.81 hillion, and exports rising 17.7 percent, to \$3.15 hillion. Trade with Germany now accounts for 37.4 percent of all

Chinese trade with Germany now accounts for 37.4 percent or an Chinese trade with the EU, the newspaper said.

The two countries signed billions of dollars worth of coorracts during the visit to Beijing last year by Chancellor Helmut Kohl and a visit to Germany by Prime Minister Li Peng in July.

Kemper May Sever Units

company," said Ira Zuckerman, an analyst with SBS Financial Group Inc. who spoke with the company last week. Kemper is looking for an offer after Conseco Inc. scuttled its

'take all appropriate actions" to raise its stock price.

STOCKS: The End of an Era?

Continued from Page 9

have risen at an average annual rate of 15 percent. And now the triumphant Republicans are talking of cutting government regulation and the capital gains

people weren't that eager to own stocks. Households had 12 percent of their assets in stocks and mutual funds, compared with 22 percent now. The Standard & Poor's 500 was trading ot seven times earnings and

has a way to go, that Americans will have more money in stocks than they do now before the

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Chrysler Memo Questions Safety of Door WORLD STOCKS IN REVIEW

By Barry Meier New York Times Service

NEW YORK - Lawyers involved in lawsuits against Chrysler Corp. have circulated a corporate document that indicates that latches on the rear door of the company's popular minivans may be less safe those of competitors.

The memo's release comes

as a year-long investigation by the National Highway Traffic in 51 accidents, with 74 passen
Cafeers And Highway Traffic in 51 accidents, with 74 passen
Chrysler minimans are the saf
Chrysler minimans are the saf-Safety Administration involvegers thrown out and 25 killed. ing rear lift-gate latches on 4

Country. The Associated Press report-publicity for lawyers.

Rick Deneau, a spokesman The models include the which are the most popular ve-

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Dodge Caravan, Plymouth hicles of their kind. He charged

Exchaquer Kenneth Clarke presents the fiscal 1996 budget to Parliament.

Meri. 30 Paris October unemployment rate. Forecast: 12.7 percent. October job-seekers. Forecast: up 0.1 percent. Third-quarter housing sales.

est minivag in the world"

million Chrysler minivans produced between 1984 and 1994.

for Chrysler, defended the safe—
was prepared in 1990, suggests acted to the sharp fall in shares
ty of the company's minivans,
was prepared in 1990, suggests acted to the sharp fall in shares
on the U.S. stock markets. the company is not as strong as

that the lift-gate latch used by on the U.S. stock markets. Voyager and Chrysler Town & that the company memo was ones found on many compara-country. that the company memo was ones found on many compara-being circulated to generate ble vehicles and does not have a ones found on many compara-ble vehicles and does not have a secondary mechanism to pre-vent it from opening if it is not The memo's release comes amid dozens of lawsuits as well updated federal statistics, a complete misrepresentation fully closed.

193.70 guilders. Frankfurt

The DAX finished 2.3 percent lower, at 2,051.62, after it was hit by beavy foreign selling bribes to tax inspectors weighed that followed equity losses on

lever, lost 2.30 guilders, to

Shares fell last week, with the

Akzo Nobel, the chemicals and at 421.

EOE index dropping 3.40 points, to 406.45, as dealers re-

Wall Street Shares in BASF, the chemi- Paris cals company, fell 5.50 Deut-sche marks, to 307.30 DM, despite bullish profits. Hoechst feli 7.00, to 317.50 DM, and Bayer fell 3.00. to 340.00 DM.

Hong Kong

Stock prices plummeted 8 percent following drops in the U.S. market. The Hang Seng Index, the key barometer of Hong Kong's

top shares, lost 768.61 points to close at 8,658.83. Average daily turnover was 4.54 billion Hong Kong dollars, compared with the previous Singapore week's 3.40 billion dollars.

Street and redemptions from The Financial Times-Stock mutual funds, a dealer said. Industrials index plunged 97.5 points to 3,033.5, a fall of 3 116.92 points, or 4.96 percent, percent from the previous week, as investors abandoned shares to 2,237.75.

tion of British Industry, which units valued at 1.82 billion Sinhighlighted increased price gapore dollars.

other rise in British interest Tokyo pressures, refueled fears of an-

rates, which pressured stocks.

Political worries affected the

stock market, forcing the Mib-

tel index down 3.73 percent, to

News that Prime Minister Silvio Berlusconi would be in-

vestigated on charges of paying

Share prices rose slightly, pushing the CAC-40 index up 1 percent, to 1,945.89 points.

But analysts said the outlook

for this week was uncertain.

index has lost 14.21 percent.

helped by a report indicating

the market was undervalued by

comparison with other world

markets and did not reflect the

growth prospects in the French

Share prices fell as the mar-

The blue-chip Straits Times

Turnover for the week

ket was hit by sell-offs on Wall

Since the start of the year, the

Analysts said shares were

on the market.

Share prices tumbled to a 10-SmithKline Beecham, anmonth low in a holiday-short- ment trusts Friday. nouncing sale of its animal ened week. health interests to Pfizer for

The market continued to be Zurich \$1.45 billion, lost 98 pence to hit by Sony's decline, following huge write-offs at its U.S. filmmaking subsidiary.
Public pension funds were

Nikkei Stock Average of 225 percent. issues fell to 18,666.93 points,

The Tokyo Stock Price Index of all issues on the first section tween Union Bank of Switzerslipped 2.6 percent, to 1,484,02 land and BK Vision over terms

Foreign investors dumped their holdings, depressed by 1,135. price setbacks on Wall Street Nes and other foreign markets.

Corporate investors took profits, offsetting active buying from public funds and invest-

Zurich shares fell in line with Wall Street, as the Swiss Performance Index lost 19.07 points the only active buyers, as the to close at 1.696,49, a fall of 1.1

Volume was modest, with the down 3.3 percent from a week market dominated by the fall in U.S. shares. The market was also weakened by a dispute beof a joint share issue. UBS shares fell 65 Swiss francs, to

> Nestlé fell 28, to 1,201, after announcing 10-month results.

BusinessWeek

This week's topics:

- O Latin Nations Aren't Waiting for NAFTA
- O The GATT Fight
- O Why Americans Love Trucks
- O Hong Kong: Jimmy Lai's Media Gamble
- O Drugs From Smog?

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The Week Ahead: World Economic Calendar, Nov. 28 - Dec. 2

A schedule of this week's economic and Snencial events, compiled for the Interna-tional Herald Tribune by Bloomberg Busi-

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e Nev. 28 Sydney Balance of pay-ments for October.

Sydney Australian balance
 of payments for October. Forecast: deficit

Mew. 28 Sydney Australian balance of payments for October. Forecast: deficit to widen to 1.9 billion Australian dollars. Building approvals for October. Forecast: drop of about 5 percent.
Tolige October job-to-applicant ratio released by Ministry of Labor. October unergloyment rate released by Management and Coordination Agency. Japan Automobile Manufacturers Association releases October vehicle exports. Ministry of International Trade and Industry releases large-scale retail sales during October.

e Ber. 30 Sydney National accounts for July-September quarter, including gross domestic product.

grose donastic product.
Neeg Kong Jardine Matheson Holdings, Jardine Strategic Holdings, Lal Sundament (International) and Windsor Industrial Corp. to be replaced on the Heng Seng Index of top shares by Amoy Properties, Guangdong Investment, Johnson Electric Holdings and Oriental Press

Group.
Teligie Housing starts and construction orders for October released by Construction Ministry, Industrial production for October released by Ministry of International Trade and Industry.

Trade and Industry.

The Dank Townson debt for the Page 19 P rade and industry.

• Dec. 1 Sydney Foreign debt for the July-September quarter.

porate service price index for October. Brussels Japan and European Union to hold working-level talks on whether to limit Japanese car expons to Austria and three Scandinavian countries expected to

join the EU in Jenuary,

Dec. 2 Totigo Research arm of Ni-hon Life insurance to release economic outdook for Recal 1996.

Mew. 28 Brussels November con-sumer price index, Forecast: up 0.2 per-cent in month, up 2.2 percent in year. London Parliament votes on EU finance.

Madrid Unions strike against Iberia air-lines to protest menagement reorganizalines to protest management reorganiza-tion plans.

Rome Stock Exchange extends its hours until 5:00 P.M. and initiates the trading of futures contracts. Expected anytime this week Rome November official consumer price Index. Forecast: up 0.4 percent in month, up 3.7 percent in year. October M2 money supply, three-month average. Forecast: up 5.0 percent in year. October total bank tending. Forecast: down 2.7 percent. October hourly wages. October

percent. October hourly wages. October beforce of payments was a believe of payments.

Zunich November consumer price index. Forecast up 0.6 percent in year,

Frankfurt October industrial production. Forecast up 0.5 percent. October

tion. Forecast: up 0.5 percent. Ucasan manufacturing production. Forecast: up up 2.8 percent in year. Dec. 2 Brussels November unemployment rate, Forecast: 14.4 percent.



The 25 key world markets reported in a single index — daily in the IHT.

THE TRIB INDEX: 108.86

New York The Conter Board releases its Index of consumer confidence for November, Johnson Red-book research service releases its weekly auryoy of same-store sales at department discount and chain stores in the United

on General Agreement on Tariffs and Trade bill, which would advance the Uruguay Round trade accord. Ottawa September employment, earn-ings and hours report. September unemployment maurance statistics.
Rie de Janeiro The central bank to offer 8 million 35-day central bank bonds, or

BBCs. Forecast yield down from 5.7 per acheduled to begin debale on GATT trea-ty. Third-quarter corporate profits. Pre-liminery gross domestic product growth for the third quarter. October import/ex-

Salt Lake City Federal Reserve Chairmen Alan Greenspan speeks on risk management tools in banking at the Gam Institute of Finance.

 Bec. 1 Westington The Commerce Department reports personal income and Department reports personal vaccine and spending for October and releases third-quarter belance of payments report on merchandise trade. November chain store sales. October construction spendng. Senate votes on GATT. Bec. 2 Washington November em-ployment report. October leading eco-nomic indicators. October factory orders.

Am Arbor, Michigen The University of Michigan releases its revised consumer sentiment Index for November,

London

Exchange 100-share index fell

A report by the Confedera- amounted to 590.80 million

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Lima-Perú, november 1994 THE ESPECIAL COMMITTEE

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SPORTS

In College Basketball, the Mind Games—and Upsets—Have Begun

By George Vecsey
New York Times Service

SPRINGFIELD, Massachusetts -John Calipari has a theory, which he telegraphs with a wink and a smile, just in case you're a little slow: When you open your season against the defending national champions, it's only a big game if ... But let his players tell you.

"What do I always say?" Calipari asked three of his University of Massachusetts players before the game. "It's only a big

"If we win," the three recited in unison. They had obviously heard this before,

They did win, humiliating Arkansas, 104-80, in a game that tells us there is not going to be any antomatic dynasty business, any runaway stuff, going on during the college basketball season this winter. However, you know that Nolan Richardson always has his own grip on things.

tional championship after making the starters sit and listen to an hour of a black coach's slow progress through the coaching ranks in establishment America. Respect, he told them. Nobody gives Arkansas respect. It was a masterful performance, using real emotion, real history.

"You see there's respect and love for Nolan," Calipari was saying before Friday night's game. "We all posture and say things. Believe me, I do."

Richardson cannot play the no-respect game anymore. To his credit, he did not insult our intelligence by trying. He knows how to be a defending champion. He gave his players a nice little exercise this year. Massachusetts in Springfield on Friday night. Georgetown in Memphis on Sunday.

"We should fire the coach who made the schedule," Richardson rumbled, meaning

Razorbacks into beating Duke for the na- Just shoot around and play Georgetown. We could be 0-2 by the end of the week and still have a very good team."

> Come to think of it, John Thompson of Georgetown normally plays St. Leo eight times in the first month, just so he can concentrate on "getting the boogaloo" out of his players' systems, as he once told an overly flashy freshman. This season, he's picking on somebody his own size. Good for him.

> There are two ways to open the college season. There's the St. John's way, which is to bring in sparring partners and call it the Lapchick Tournament, in misguided honor of Joe Lapchick, the two-term coach whose alert eyes are all over the Baskethall Hall of Fame up here.

> Then there's the John Calipari-Nolan Richardson way, of staging a demolition derby between two of the best teams in the

for the money, for the televised lure of playing where the Dukes and the North Carolinas and the Kentuckys all have

Make sure, right away, that one very good team is not going to go undefeated all year. But Calipari, who has been on the make for the past six years, took a chance on being humbled before the first snowfall.

In this part of the world, rugged wooden planks cover the marble steps of the courthouse, to make it easier to shovel, to keep people from slipping. Winter comes on with a vengeance here. People can use diversions. And New England is only becoming used to dreaming of UConn and UMass as the college equivalent of the Boston Celtics during their glory years.

It took some courage for Calipari to play Arkansas, the first national champion in 29 years to come back with all five starters.

cocky as it came on the court.

Corliss Williamson, projected as the player of the year, had just shaved his skull to Jordanian shininess. His baggy sborts dangled all the way down to the fraternity branding-iron welt on his left calf. (Fashion note: shorts are even longer this year.) But all the swagger in the world did not help Arkansas once the game began,

Lou Roe, who has the reputation of a college-level intimidator without professional-level shooting ability, did every-thing but mg Williamson's shorts down to his ankles.

Roe opened the game with an emphatic two-handed dunk, and the UMass forward made 12 of 20 shots up close and 10 of 11 foul shots for 34 points, and he had 13

"We got some fuel on the fire, we put the quote on the mirror." Roe said afterward,

Last April, Richardson helped prod his himself. "We fly to Memphis. No practice. country. Obviously, the two coaches do it Arkansas seemed loose and familiar and better than our first team. That ticked me

There were all kinds of spin going around, and Richardson had his: a learning experience. While his players stumbled out of control against Massachusetts, Richardson didn't call a timeout, didn't rage, didn't force them to pound the ball inside, or run set plays. He let them freelance. He let them be embarrassed.

"I'm not happy, but I'm glad to see we have a lot to take care of," Richardson said, adding, "There are three seasons the preseason, the conference and the NCAA." And he marched his players off, toward Memphis, toward Georgetown, toward John Thompson.

Oh, and by the way, what had Calipari told his players to think in case they had lost to Arkansas? "It's just another game," they would have recited. Mind control. Big when they said their second team was games. The season has begun.

Barkley Back Against Spurs, Shoots His Suns to Victory

It had been a long time since Charles Barkley played in a game that counted, and it showed. But his back doesn't hurt anymore, and that showed, too.

In the fourth quarter of the first San Antonio-Phoenix game of the season. Barkley regained the spin moves, alleycat balance and shooting eye that made him an eight-time All-Star.

"I was struggling with my shot the first balf," be said after scoring 10 of.

NBA HIGHLIGHTS

his 23 points in the fourth quarter of a 111-108 victory Saturday night in Phoenix. "I was rushing things," Barkley said, "but when it got down to the fourth quarter, I really picked it up.".

After David Robinson of the Spurs tied at 99 with two free throws with 3:27 to play, Barkley went to work on the baseline. In a 1:15 span, he hit an 17-foot rainbow and a turnaround jumper over Sean Elliott, putting the Suns ahead 107-102 with 1:22 to play:

Supersonics 98, Rockets 94: In Houston, Gary Payton hit a jumper with 11.6 seconds left for Seattle to halt a Houston comeback and hand the defending NBA champion Rockets. their third straight loss.

Sam Perkins and Shawn Kemp each ad 22 points for Seattle, while Vernon Maxwell led the Rockets with 23.

Lakers 112, Bullets 96: In Landover, first-half deficit to win.

Maryland, Nick Van Exel had 22 points and 13 assists, and Cedric Ceballos added 18 points and grabbed 14 rebounds as the Lakers won their

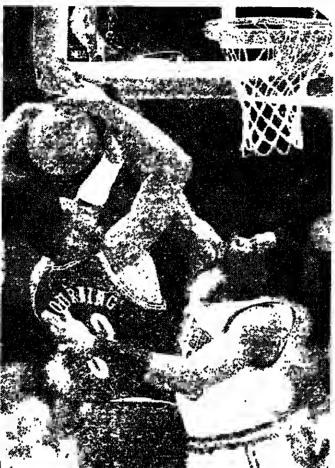
fourth straight game. Chris Webber had 22 points and 20 rebounds for the Bullets, who have lost five straight games. Washington has yet to win in three games since adding Webber, last year's NBA Rookie of the Year with Golden State, and his ex-Michigan teammate, first-round pick

Juwan Howard, on Nov. 18. Magic 113, Bucks 105: In Milwaukee, Anfernee Hardaway scored 21 of his 35 points in the first half and had his first triple double of the season to lead Orlando to its seventh straight victory.

Cavaliers 101, Warriors 87: In Cleveland, Mark Price scored a season-high 31 points and made five of Cleveland's team-record 11 3-pointers. Celtics 108, 76ers 99: In Philadel-

phia, rookie Eric Montross' two free throws with 1:53 to play and David Wesley's 3-pointer 21 seconds later boosted Boston over Philadelphia. Dee Brown scored 22 points, Dino Radja had 19 and Montross finished with 18 points. Jeff Malone had 28 points and Dana Barros 23 for Philadelphia.

Mavericks 124, Nuggets 123: In Denver, Jim Jackson scored a careerhigh 50 points, including two free throws with 0.5 seconds left in overtime, as Dallas rallied from a 25-point



Alonzo Mourning, left, scored 27 points and had 18 rebounds for the Charlotte Hornets, despite Patrick Ewing's scored 64 points off 42 turnovers by led San Diego with 21 points. blocking attempts, in the Hornets' 105-95 defeat of the Tennessee-Martin and had a 40-24 re- No. 12 Cincinnati 108, Aus

Texas Gives No. 2 Tar Heels Scare

Jerry Stackhouse scored a career-high 28 points and made several key defeat of Georgia in 1956. plays down the stretch as No. 2 North No. 5 Arizona 73, No. 19 Oklahoma Carolina escaped with a 96-92 victory over Texas in the kind of tension-filled

game usually seen in March. was played like an NCAA tournament game," Tom Penders, Texas's coach, said Saturday. "The effort by both teams - kids were flying all over the floor and fighting for loose balls and diving on both sides — it was great

The Tar Heels, who won their 66th straight home opener, trailed at halftime and through most of the second half until Stackhouse rallied his team,

Texas, with three starters back from the team that went 26-8 last season, led for the final time at 87-86 with 4:18 left. Stackhouse, who played the entire second half, then blocked a shot and got a return feed from fellow sophomore Rasheed Wallace for a dunk that gave the Tar Heels the lead for good.

The Tar Heels, who shot 59 percent in the second half, almost threw the ball away twice in the final 41 seconds after Texas cut the lead to 92-90, hut the final pass ended up in the arms of Wallace under the basket. He made the layup with 32.2 seconds left.

No. 4 Kentucky 124, Tennessee-Jared Prickett made 10 of 11 shots and

State 63: In Anchorage, Alaska, Ray Owes, who got 18, and Damon Stoudamire combined for 35 points as the For the first game of the season it Wildcats withstood a second-half 3point barrage by the Cowboys' Randy

> COLLEGE HIGHLIGHTS yond the arc in the final 20 minutes and finished with 23 points,

> Rutherford. He was 6-for-8 from be-

No. 6 UCLA 83, California State Northridge 60: In Los Angeles, George Zidek scored 14 points and UCLA took control with an early 17-2 run. Charles O'Bannon added 13 points and his brother, Ed. scored 11, all in the first half.

No. 8 Duke 93, Northeastern 70: In Durham, North Carolina, Cherokee Parks scored a career-high 27 points, and freshman Ricky Price sparked a late first-half run. A tap-in by Lonnie Harrell forced the final tie at 28 before the Blne Devils took charge. Parks sank an 18-footer with 4:36 left to break the tie and open an 11-2 run that gave Duke a 39-30 lead with 2:39 remaining. Parks closed the rally as well with another perimeter jumper, and finished at 12-for-16. No. 9 Kansas 83, San Diego 65: In Lawrence, Kansas, Sean Pearson scored

Martin 50: In Lexington, Kentucky, 16 points to lead five Jayhawks in douhle figures as Kansas won its 22d conscored 21 points while the Wildcats secutive opener at home. Doug Harris

No. 12 Cincinnati 108, Austin Peay Knicks, playing in New York. Ewing was held to 22 points. bounding advantage. Kentucky's big- 73: In Cincinnati, freshman Danny points and Donny Marshall had 13.

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Fortson scored 25 points and an-chored a 61-point first half.

In games played Friday:
No. 5 Arizona 107, Alaska Anchorage 88: In Anchorage, Alaska, Joseph Blair worked inside for 23 points and Damon Stoudamire added 20 from the perimeter as Arizona came back from its 72-70 loss to Minnesota. The Wildcats led by 12 at the half, then blew the game open behind Blair's inside play. The lead reached 29 before coach Lute Olson emptied his bench.

No. 8 Duke 80, Brown 38: In Durham, North Carolina, freshmen Ricky Price, Steve Wojciechowski and Trajan Langdon helped ignite a 17-0 second-half run. Wojciechowski's alley-oop to Price, who dunked the ball one-handed, brought a standing ovation. Seconds later, Wojciechowski wrestled a loose ball from a Brown player and fed Kenny Blakeney for an open layup. Langdon's 3-pointer at the 10-minute mark put Duke ahead 61-28.

No. 10 Florida 73, Stetson 64: In Gainesville, Florida, Dan Cross scored 27 points and helped Florida come back from an 11-point first-half deficit. Much of Stetson's early success came from the shooting of guard Kerry Blackshear, who scored 16 first-half points on a variety of jumpers, spinning inside layups and 3-pointers.

No. 16 Connecticut 110, Lafayette 48: In Hartford, Ray Allen scored 23 points and Brian Fair had 21 as Connecticut cruised to victory. Point guard Kevin Ollie finished with 14

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FAR EASTERN

WHAT EXACTLY IS GLOBAL SOURCING?

The term may be unfamiliar, but the strategy is not.

he liberalization of international trade, deregulation in the financial services industry and the emergence of new free-market economies in Eastern Europe and other regions have brought the purchasing offices of the world's businesses one step closer to the "global village" of Marshall McLuhan. Today, with the help of modern technology, foreign-language skills and a heaping dose of managerial ability, it is possible to systematically comb the world's markets for the best and least expensive products, components

and raw materials. "Global sourcing," the term applied to this new discipline, is only one of several trends that have made purchasing the centerpiece of the profit-oriented strategies of many of the world's leading businesses.

Beating the competition Along with quality-based "supplier partnerships" and "strategic management of the supply chain," global sourcing is helping companies around the world use the nurchasing function to gain a competitive margin and better respond to client needs. Businesses that have introduced global sourcing include British Airways, Ford Motor Company, Mc-Cormick & Co., ICL Chemicals, Swissair, National Westminster Bank, General Electric and SmithKline Beecham.

"With purchased material typically the largest category of cost in many products, it's impossible to gain and sustain competitive advantage without a vigorous sourcing

Hillyard of A.T. Kearney, an international consulting company known for experi retooling of corporate functions and strategies. According to Mr. Hillyard, the com-panies most interested in global sourcing are those whose manufacturing processes rely heavily on simple parts: "deeper valuechain products, which are nearer to raw materials."

Automotive and aerospace companies have thus been prime movers in the field, although the products now being sourced globally run the gamut from mechanical parts to champagne, spices and textiles.

The world gets smaller

DuPont used global sourc-ing in the production of the Porsche Carrera's glass-like, state-of-the-art bumpers: the polymers were purchased in Luxembourg, compounded in Belgium, tested in Detroit, Delaware and Japan and finally produced in custom shops in Germany. "The world is shrinking year by year in terms of where things can be made and how they can be transported," says Michael Hamilton of London-based CB1 Partnership Sourcing, an organization that shows companies how to profit from better relations with suppliers.

The term "global" tells only part of the story: it is not always cheaper to buy from emerging economies. When transportation and communications expenses are taken into account, the most cost-effective solution is often in the company's own backyard.

program," says Malcolm you look outside your na- ably leads to rationalization veloped its own global



tional market, but it doesn't mean you have to buy one component from London and one from India." Mr. Hillyard says, "It's not saying you should disregard all

the advantages of nearness."

صكدًا من الاعل

As often as not, the implementation of a global sourcing program leads companies to view established relations with local suppliers in a new, more positive light. The research into new markets and the establishment of contacts with potential suppliers abroad can also give companies leverage in quality and price negotiations on "Global sourcing means the domestic front. It invari-

of the purchasing process as a whole, with a focus on efficiency and profitability.

Hnw to source globally What does it take to set up a global sourcing operation? The costs are difficult to forecast, but they usually in-

clude travel, telecommunications and shipping, as well as hiring new employees with the necessary language skills. As interest in global sourcing grows, public and private institutions are creating data bases to help companies in their search for the best products at the lowest cost. A.T. Kearney has de-

sourcing data base of more than 20,000 supplier locations in 62 nations. A proprietary data base is therefore not a must for the neophyte global sourcer, but eventually the company must install an Electronic Data Interchange system to transmit

key product and price data to

suppliers and sustain the

linkages created. "It takes six months to set up a global sourcing operation in the fullest sense, and one and a half years to get it running up to speed," Mr. Hillyard observes.

What advice would the experts give a business interested in launching its own

global sourcing program? "It's vitally important to decide how the company wants to be situated globally," says Professor Richard Lamming, a fellow of the Chartered Institute of Purchasing & Supply and holder of the chair of purchasing at the University of Bath School of Management. h's one thing to go into a region such as Eastern Europe to achieve short-term

savings on products or com-

ponents. It's another thing entirely to commit to global

purchasing - one is an opportunistic decision; the other is a strategy."

Lisa Rosenthal

A CONCEPT WHOSE TIME HAS COME

Trade blocs are facilitating the outsourcing process.

The trend toward global purchasing makes 100 much sense not to have happened sooner or later. Still, it would not have developed as quickly or as fully - or with such promise for greater growth - without the rise of big regional trading blocs and the global movement toward free trade.

Richard Pinkerton, an authority on global purchasing at California State University at Fresno, says regional trade blocs such as the European Union and NAFTA have had both a direct and an indirect effect on global purchasing.

The ripple effect

Companies within a trade bloc reap the direct benefits of reduced tariffs, less red tape and the lowering of other barriers to the movement of products, services and capital among member countries. Consequently, lower prices within the trade bloc are often passed on to 'outside" companies seeking materials and compo-

"If you want to get into a trade region such as the EU, if you're going to start sourcing there you might as well start manufacturing there," Mr. Pinkerton says. "If you manufacture there, you want to sell your products there."

Mr. Pinkerton, a Cal State marketing professor who also serves as a consultant to private industry, says global sourcing is one of the reasons behind the growing influence of the unofficial looking anywhere and Asian trade bloc he characteverywhere for their materi-Asian trade bloc he characterizes as the "China community," including Hong Kong, Singapore, Malaysia,

Taiwan, Vietnam and South Korea.

"That's why companies like PepsiCo are building plants in China, not just purchasing there," he says. "Why do you think Apple has a big plant in Singa-

The GATT factor

Besides regional trade blocs, the move toward freer global trade - spurred by the General Agreement on Tariffs and Trade - is cited as a key contributing factor to worldwide outsourcing by experts such as Bill Bales, a former purchasing manager for Union Pacific and Quaker Oats who is now presidentelect of the Amsterdambased International Federation of Purchasing and Materials Management. "Cutting tariffs increases trade." he says. "People know what things cost."

A World Bank study predicts that the new GATT agreement, providing tariff reductions of up to 50 percent on tens of thousands of products traded among more than 100 countries, will boost world trade by up to \$272 billion a year within a

You can develop a whole new set of customers when you lower these artificial barriers to trade," says Mr. Bales, who works at the Center for Advanced Purchasing Studies at Arizona State University in Tempe.

Benefits for neophytes When big companies begin als, he says, the effects are

Continued on nest page

When an airline has a young fleet, experienced pilots, attentive cabin crew, and the pickiest ground technicians in the world, it's free to concentrate on what's really important: Lufthansa

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The airline industry, the

world's international busi-

ness par excellence, would

appear to be a natural can-

didate for global sourcing.

Although, like other major

airlines, it has traditionally

been an international buy-er. British Airways began

systematic cruss-border

sourcing in the run-up tu its privatization in 1987, Now

the company employs 180

purchasing professionals at

is headquarters outside

London's Heathrow Air-

port, and runs three pur-

Hong Kong, Sydney and

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ternational buying is con-

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international partners Quntas Airways, USAir, TAT

European Airlines in

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Gareth Kirkwood, gener-

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combining their purchasing

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chasing offices abroad in suppliers." His job is to en-

describes the operation as rently sourced globally hy a loose alliance of airlines BA and its alliance part-

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BRITISH AIRWAYS

NOT ONLY FLYING BUT BUYING GLOBALLY

BA's pooling of purchasing resources with other airlines has created efficiencies and economies of scale.

WHAT IT MEANS FOR THE BOTTOM LINE

TEN MER

Mr. Bales calls countertrade, under which regional trading blocs require foreign companies and countries to do a certain percentage or total amount of local sourcing, a "more subtle furm of

moves increasingly toward global free trade in the 21st

billion (\$3.12 billion) per

year in external operating

expenses, about half is di-

rected outside Britain: 48

percent of purchasing takes

place within the country,

15 percent in the United

States and 37 percent in the

rest of the world. Among

the products sourced: lob-

ster from Canada, prawns

from Thailand, salmon

from Scotland and cutlery

Although he believes

quality, cost and efficiency

benefits have accrued to

BA from the international-

ization of its purchasing

business, Mr. Kirkwood is

from the Far East.

That will happen. Mr. Bales predicts, because of the chicken-or-egg scenario protectionism" that will developing today; deregulaprobably he restricted or tion and liberalization of

glubal sourcing programs are too young to be evaluated with a rigorous cost-benefit analysis, companies that have made comprehensive improvements in their procurement systems - in some cases adding an international component to their supplier base - seem convinced that

one-minute management, or

does it have the potential to

bring about lasting improve-

ments in a company's bot-

tom line? Although many

advantages are already accruing in areas like quality. customer satisfaction, efficiency and savings on purchasing costs.

'Global sourcing yields higher returns than other strategies for overhauling purchasing operations," says Malcolm Hillyard, a principal at A.T. Keurney, an international consulting company, "Savings of between 5 percent and 15 percent on total purchasing costs are common in the first six to 18 months." Mr. Hillyard notes that global sourcing strategies target what is typically the largest component of corporate spending: "If you uttack purchased materials costs, which usually account for at least 50 percent of overall spending, you get tremendous henefits," he

High quality for less cost In his experience, cumpanies that cumbine global sourcing and purchasing office improvements in a systematic program are often able to guarantee themselves a steady flow of high-quality parts at a fixed future price with savings of 10 percent to 25 percent. One client, an

Is global sourcing just the latest business fad, a 1990s version of quality circles and best suppliers in an attempt to cut material costs by 12 percent to 24 percent. Since introducing global sourcing in 1990, the company esti-mates that its savings total over \$1 billion on purchasing in Europe, \$36 million in North America and \$100 million in South America. where 61 percent of parts-

dullar volume is now global-

Still, money is only part of

ly sourced.

the story. Says Professor Richard Lamming, a fellow of the Chartered Institute of Purchasing & Supply and holder of the chair of purchasing at the University of Bath School of Management: "Global sourcing is a very recent phenomenon: regions like the Pacific Rim. China, India and Eastern Europe were not open [10 Western business procurement] 10 or 15 years ago." To generalize about the bottom-line impact "would be very woolly." he says. "You'd have in ask companies individually to weigh the savings against the time and money spent on activities such as translating documents, understanding the laws of the foreign market. dealing with middlenten -

Gains in the marketplace Professor Lamming argues that one important benefit of global sourcing is the improved ability to sell one's product in the new markets that have been tapped for procurement, thanks to what he terms goodwill gains, "In some cases, it may be more appropriate to talk about xpercent increase in local cost personal computers creased efficiency, sales rather than y-percent from Taiwan, but in 1990

how would you calculate

drop in purchasing costs." he says. Indeed, money - although

an important consideration is just one uf the reasons companies decide to source globally. McCormick & Co. redesigned its spice purchasing process primarily to increase customer satisfaction. It now sources in China. India. Spain. Morocco. Turkey, Egypt, Israel, Pakistan, Indonesia and Mexico. Its procurement budget has grown by \$1 million, but the company reports the improvements in quality have made it all worthwhile.

Improved service to clients The benefits of global sourcing and efficient procurement practices must be considered in a wide perspective, agrees David Mannion. supplier development manager of ICL Plc, the giant British systems integration company with headquarters in London. We go around the world seeking innovations, and if we decide to source some systems on the West Cuast of the U.S., it's because we see this as an opportunity to give our clients better service." ICL. with annual sales of \$4 billion, wields a procurement budget of \$2 hillion, Slightly under half is spent in Eurupe, about \$500 million goes to purchasing in the United States and the balance - about \$600 million -

is directed to the Far East. The company has been doing global sourcing for over 10 years, but the prodpurchased have ucts changed as its own productive capacities have evolved. Eight years ago, ICL began. sourcing high-quality, low-

The profit-and-loss sheet is one of several areas in which global sourcing can improve results. management realized that a better alternative could be tound much closer to home. We realized that we had improved our own operations and lowered our costs to a point where we could produce the same product in-house at a competitive price." Mr. Mannion says. There's no sense sourcing from a remote part of the world if the total landed costs are superior to whatyou could get here in the U.K."

SPONSORED SECTION

Creating global products As competition heats up in the automotive industry, the world's car makers are looking increasingly to global sourcing and other purchasing innovations to boost efficiency and reduce costs. Ford began global sourcing in 1989 us part of its first "world car program," the CDW-27, which encom-passes the Ford Mondeo in Europe and the Ford Contour and the Mercury Mystique in the United States. The company's procure-ment budget for production materials alone - excluding parts, accessories and machinery costs - totals \$12 billion in Europe and another \$40 billion in the United

States. Eckhard Jokisch, vice president of supply at Ford of Europe, says the company has achieved substantial savings through global sourcing and "a philosophy of single sourcing whenever possible." At the Ford factory in Genk, Belgium, 90 percent ul purchasing for the Mondeo is single-sourced. According to Mr. Jokisch. benefits include improved quality, cost savings and in-

A CONCEPT WHOSE TIME HAS COME

Continued from first page

of high tariffs being knocked down by GATT.

century

outlawed as the world trade have led to more global purchasing; in turn, the success of global purchasing will lead to greater demand

reluctant to assess the gains in monetary terms. "Even

though bottom-line savings

are important," he says,
"you can't overlook the

benefits in terms of contin-

uous improvement in prod-

uct quality and compenitive

advantage. International

sourcing is an important

tool, but it's only one of a

series of tools that the pro-

fessional buyer can bring to

bear." Equally important.

in his opinion, are areas

like building relationships

with suppliers, economic

analysis and professional

for wider free trade. "Freer trade," he says, "ends up helping every-

Timothy Harper



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GLOBAL SOURCING 94: THE EVENT

h's not only a business tool; it's now also the subject of a brand-new British trade fair.

To assist companies interested in making new inlegal ped National Hall at challenging and rewarding business of trading in new The event will also continued business of trading in new the participation of over ternational contacts and implementing ur expand- A range of exhibitors ing a global sourcing strategy, the world's first exhibition and conference on this topic is being held in London from Nov. 28 to Dec. 2. Harringtun Kilbride International Exhibitions, organizers of Global Sourcing 94, have billed it as "a tremendous introduction to the marketplace" for the 6.500 purchasers and 200-some exhibitors slated to attend. The venue

is the spacious, well-

The conference and exhibit will hring together key huyers from international companies and leading suppliers from 31 countries, including many of the emerging economies of Eastern Europe, Latin monwealth of independent States. To help purchasers source effectively, talks and seminars will be held by speakers with extensive murkets.

trial sectors are to be represented at the exhibition. with most space occupied by producers of textiles. chemicals, metals, machinery, fuod processing and

electrical goods.
Of the 160 CIS and East America and the Com- European participants. around 110 come from the independent states of Russia, Belarus, Kazakhstan. Uzbekistan. Ukraine, Lithuania and practical experience in the Tatarstan.

The event will also count the participation of over 30 Seventy different indus- national and regional government trade institutions from countries including Brazil, China, Vietnam,

Italy, Mexico and Ghana. Lutthansa, which is supporting the event and is promoting global sourcing to the 20,000 members of its frequent: lifer program, is effering a prize drawing for visitors for two free business-class tickets to any destination in the airline's global flight network.

SOUTHEAST ASIA: ONE KEY TO PROSPERITY

remainteen til betreviar bereggen gesteration i designeren ble sindhelder byggen i det byggen byggen betreviar

In many cases, Southeast Asian countries have virtually built their economies on this phenomenon.

economies offer an enticing combination of cheap labor. design and production flexibility, and often geographical advantages that make the difference between a company's profit and luss.

Despite surging inflation in many Southeast Asian economies, labor costs are still nowhere near those of developed countries. On average, a factory worker in Europe or North America costs about \$20 an hour in wages and benefits. The equivalent in most Asian nations is about \$1.65 an hour.

The economic equation The wage discrepancy is wide enough to counterbalance most of the advantages offered by Western production - higher productivity, market proximity and more advanced technical skills. Rapid technology transfer and the absence of much of the empoling regulation that hobbles developed countries make Asia even more attrac-

"Several hig American companies - including Mat-tel, Rechok, Nike and Levi Strauss - do their sourcing here," says Jim Castle, managing director of Business Advisory Indonesia and first vice president of the American Chamber of Commerce in Indonesia. "The primary reason is that wages here are very competitive." Mr. Casthe also points out that his bor costs are the major readonesia has the infrastruc- son so many European and

products and enough politically stability to ensure that sourcing. Many companies many years to come - advantages that many developing nations cannot offer.

Cornerstone of growth Western companies' sourcing finished products and components from Asia is certainly not a new phenomenon. After all, the foundations of the modern Japanese and Taiwanese economies were providing low-cost products to the West.

Three decades ago, that trade was based heavily on cheup plastic and transistorized products. Nowadays, the examples are almost too numerous to mention; auto and aircraft parts, medical equipment, chemical compounds, yarn and lahrie, wood and leather products, and perhaps the biggest category of all - computer parts and peripherals.

Nearly every major Anterican computer company draws a significant amount of its components from Asia. A typical personal computer sold in the United States could have a monitor manufactured in South Korea, a hard disk made in Japan, a sound card frum Singapore and a memory chip from Malaysia.

A foot in the door

There is little doubt that la-

business runs smoothly for are also interested in gaining a foothold in the rapidly growing Asian consumer market. For instance, Procter & Gamble is about to significantly expand its manufacturing operations in Southeast Asia - not for export to Western markets, but for sales in the region. Initial plans include a \$70 million cleaning product plant in the Philippines: \$30 million beauty care and disposable paper product plants in Thai-

have turned to Asia for

land: a \$20 million Indonesian cough drop and decongestant plant in Indonesia: a personal cleansing product plant in Malaysia; and a chemical plant in Singapore. It is not just the big multinationals that are taking advantage of Asian sourcing. Small and medium-sized companies are also jumping on the bandwagon, "A for of

small U.S. entrepreneurs and companies are sourcing in Indonesia, says Mr. Castle. This "low end" husiness tends to concentrate on finished garments, handierafts and customized furniture.

The funding incentive Meanwhile, many small and medium-sized companies are establishing a business

frothald in Southeast Asia by tapping into a \$6 million fund established by the The United States is a major shareholder in the ADB.

A sia's fast-growing ture necessary to move these North American companies and more than 75 percent of American applicants have

been successful so far. Asian companies are also becoming more aggressive in seeking out Western companies that can use their parts and components. Creative Technology - a small Singapore company that specializes in computer sound boards that allow PCs to talk, play music and provide special effects for games - was launched 12 years agu with just \$6,000 in capital.

After years of being shunned by the world's computer giants, une uf the company's founders decided to muve to San Francisco in order to market its Sound Bluster buards to Silicon Valley firms. The move paid off. Today. Creative Technology is a worth about \$250 million.

Taking it on the road

Not many small Asiancompanies have the resources or the marketing expertise to present themselves in the world arena as a source for goods and services. As a result, many govemments in the region have . embarked on annual road shows. For instance, topranking officials from both Malaysia and Indonesia have taken to the road overthe past year to present their country's respective advan-Asian Development Bank, tages to European and American companies.

Julia Clerk

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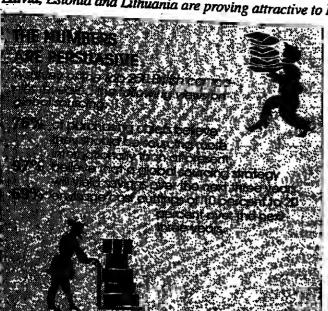
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THE BALTICS: NEW SUPPLIERS TO WESTERN EUROPE

Latvia, Estonia and Lithuania are proving attractive to European companies as sources of low-cost labor and high-quality manufacturing.



Case Study

FERROSTAAL

CUSTOMERS BECOME PARTNERS

The global sourcing vector can sometimes turn into a profitable loop.

by selling advanced facilities to compa-

nies located in rapidly developing countries. Europe's capital goods producers

have created an "ever-greater source of

competition and of cooperation partners,"

in the words of Klaus von Menges, chair-

man of Ferrostaal AG, based in Essen,

Germany. One example shows how this

complex mix of struggle and symbiosis

It sounds straightforward enough: an in-

ternational consortium builds a major new

production facility to serve the needs of a

rapidly developing economy. Last February, Perwaja Steel Sendirian Berhad issued a "provisional acceptance certificate" to

the direct iron-ore reduction facility built

by a consortium in Perwaja, Malaysia. The consortium was made up of the HYL (Ho-

jalata y Lámina) Group S.A., a Mexico-

based manufacturer of sheet metal and

rolled steel; Ferrostaal AG, the trading arm important commof Munich's MAN Group; and MAN al transactions.

can work.

Soviet Union, many Western companies have been realizing the potential of the region as a source of cheap raw materials, services and

The seat belts for every Lada automobile ever produced by the Soviet Union, for example, were manufactured in Estonia hy Norma. Today, the Tallinn-hased factory is supplying seat belts for Saab, the Scandinavian car and airplane engine manufacturer.

The Balric states of Estonia, Latvia and Lithuania are among the most active of the former Soviet Union republics looking for Western contacts.

Gütehoffnungshütte, MAN's industrial-

engineering arm.

The heart of the facility is the HYL-III

technology, which manufactures sponge

iron from lump pellets of ore, and which

has been incorporated into plants built in

Indonesia and Mexico by the same consor-

tium. This successful partnership between

an established German capital-goods pro-

rapidly developing country is, in fact, not

quite so simple - much of the equipment

HYL used to develop its products and

technologies originally came from the

For Europe's hard-pressed steel-makers, such companies as HYL - and now Per-

waja - are a price-cutting source of com-

petition. For traders such as Ferrostaal, steel from Mexico, Brazil, China and now

Malaysia and Indonesia has become an

important commodity for their internation-

Terry Swartzberg

MAN Group.

ducer and an aspiring corporate star in a

The last states to be an-

among the first to reclaim their independence, they were perhaps less affected hy Soviet lahor practices than other regions. Their geographical position is also attractive for companies interested in doing husiness with Russia, either as a base of operations or as a transshipment point. The price is right

Chain stores such as C&A and Next send fabric to Estonia and Latvia to be made up by the work forces there, then reimport the finished garments to be sold in stores all over Europe. "Western companies like our equipment and quality, but the main reason for coming to us is price," says Ginta Ozolina, production director at Latvija, one of Latvia's largest textile companies. The average monthly wage for the company's 2,300 employees is 70 lats (\$123), meaning that labor is relatively cheap. Before inde-pendence, 80 percent of Latvija's production was sent to the Soviet Union; today 85 percent of its output is sent westward - to Ger-

many, Sweden and Britain. "We also have the advantage of being not too far away, so our products are all exported by road, making transport costs cheaper, says Ms. Ozolina.

Matches for South Africa Paper and wood products have long been important in the Balnic region. About 40 percent of Latvia's surface area is covered with forest. Sawn logs and pallet wood

Dince the breakup of the nexed by Moscow and for crates are sent mainly to Britain, while a Latvian safety-match factory exports to Britain, South Africa and Saudi Arahia via a Britishhased company that provides the artwork for the matchboxes and distributes the finished product. Lameko, a Latvian trading company in wood products, acts as the mediator between East and West, benefiting from Latvia's natural resources and relatively low

transportation costs. Our timber is very hard and good for the building industry," says Dace Liduma, export manager at Lameko.

Notebooks for Scandinavia In Estonia, Kohila Paper Mill is assembling exercise hooks for Scandinavian companies, which supply them with paper rolls and cover designs. With the average monthly wage at the paper mill at 2,050 kroons (\$155) it is cheaper to send paper to Estonia to be cut, assembled and packaged and then re-exported as exercise books than to produce the hooks within Scandi-

While lahor remains cheap in the region, manufacturers are optimistic about future prospects. "Business is increasing daily we have good opportunities in furniture and textiles, while the flat income-tax rate of 26 percent and zero export tariffs make it easy for foreign companies," says Peeter Puskai, development manager of ETK, an umbrella group of Estonian corpo-

Samantha Knights

"GLOBAL SOURCING"

"GLOBAL SOURCING"
was produced in its entirety by the Advertising Department of the International Herald Tribune.
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PROGRAM DIRECTOR: Bill Mahder.

Case Study

PROTON WORLD HUNT FOR AUTO PARTS

Sourcing of car parts is now becoming a two-way street in Asia.

Malaysian car manufacturers have been given due warning by Prime Minister Mahathir bin Mohamad that their days of state sponsorship are numbered. At the opening of a new assembly plant near Kuala Lumpur, Mr. Mahathir said: "Auto indus-tries of other countries don't depend on govern-ment protection forever. Yet they can produce cheap and quality cars. Cheap sourcing of components, improved efficiency and cost control are among ways to reduce cost and increase profit."
Mr. Mahathir was one of

the driving forces behind the development of Proton - Malaysia's first national car project - and he views auto production as one of the cornerstones of his ambitious Vision 2020 indus-

trialization program.

Mitsuhishi jumped at the chance of manufacturing vehicles and components in a low-cost labor market in Southeast Asia. While the joint-venture relationship has generally been smooth, the prime minister recently let it he known that he is not pleased with the rate of technology transfer between Proton and Mitsubishi, as well as other Japanese suppliers.

According to Kisai B. Rahmat, Proton's deputy managing director, Proton's share of local component parts increased to over 60 percent by the middle of 1994, when the company began mass-producing engine blocks and bearing caps in Malaysia.
Some high-value items,

Still, it seems clear that
Malaysia will not be con-

however, including transmission systems, are still imported from Japan. The government finds this particularly irksome, especially as Proton has to bear the brunt of the effects of a ris-

would like to see as many components as possible made in Malaysia, commercial realities may preclude this. Mr. Kisai - wbo describes car production as "a global business" - says that Proton has set an 80 percent local content target, with the remaining components sourced overseas. He says it makes economic sense for certain proprietary components to be produced in one location for all manufacturers, "and in turn we sell them some components we

Still, it seems clear that

-LERAI

as the sole supplier of

these "proprietary" parts. Proton recently announced that it had started huying car parts outside Japan because its traditional Japanese suppliers were "no While the government longer competitive." Negotiations for parts supply are under way with Daimler-Benz in Germany as well as General Motors and Ford in the United

> Perodua, a second Malaysian national car project involving Japan's Daihatsu, will begin mass production of the new Kancil compact next year. By the middle of 1995, the first units of a third project are scheduled to role off the assembly line - a joint venture between Proton, Diversified Resources Berhad of Malaysia and Peugeot Citroën of France.
>
> J.C.

A cure for jet lag.

Gulp!

Here's refreshing news if you are looking to find

components, products and services from all over the world.

Global Sourcing '94 is an exciting new exhibition that brings together a staggering number of quality international suppliers all under one roof at Olympia.

Over 400 companies from over 50 countries worldwide, including the Far East, the CIS, Eastern Europe and Latin America will be exhibiting. The sheer volume of

exhibitiors representing manufacturing, transport and freight, finance, textiles, agriculture, retail, construction and the service sectors gives you an ideal opportunity to compare competitive suppliers and buy at competitive

rates.

In a single day you can source new products and services, attend the seminars programme and discover more useful information from the many government bodies offering advice and guidance.

So why catch the red-eye to Rome or the shuttle to Slovakia?

With the whole world of trade and commerce on your doorstep.

Global Sourcing '94 offers the ideal tonic for tired purchasing managers.

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NDA **SPORTS**

At 30, Schneider Wins 52d World Cup Prize

PARK CITY, Utah - Vreni Schneider, the master of the secondrun comeback, rallied to earn her 52d World Cup victory by winning the

women's slalom Sunday. Schneider was fifth after the first run, but had the fastest second run of 48.27 seconds, to finish with an overall

time of 1:39.95. Martina Accola of Switzerland was second at 1:40.58, and Kristina Anderssoo of Sweden was third at 1:40.67. Pernilla Wiberg of Sweden, 22.03 seconds was four-teeths of a secwho led after the first run, slipped near

the bottom of the second run and fin-

ished fourth at 1:40.70.

giant slalom. Earlier in the competitioo, Heidi Zeller-Bähler of Switzerland finally won a race - her first victory after nine seasons as a World Cup skier. She sped down a giant slafom course

with the best second-run time Saturday, barely maintaining her balance near the top and bottom, to win this season's first race. Her two-run time of 2 minutes.

Zeller-Bähler skidded and nearly Schneider, last year's overall World crashed on a steep portion near the top race last year, matched her best career Cup champion and a five-time Olym- of the course, and then barely avoiding finish, second in a giant slalom at failed to qualify for the second run.

ond faster than Sabina Panzanini of

triumphantly twirled her ski pole in the air with her right arm.

Zeller-Bähler, 27, whose best previous rear whether to the ski pole in the said.

Schneider had vear whether to the ski pole in the said.

ous results were seconds in a 1989 downhill and a 1993 giant slalom, was tied for second after the first run. She had a second-run time of 1:07.46.

When asked why it took her so long to win a race, she replied: "If I knew what the reason was, I would have won long before this."

Panzanini had the best first-run time, 1:14.33. She also was seeking her first World Cup victory. Panzanini, who was no better than 17th in any

pic medalist, celebrated her 30th hirth-day Saturday by placing third in the finish line. Once she saw her time, she "America obviously brings me good"

Schneider had debated before this

"To win becomes more difficult every year. I'm getting old," said Schneider, who closed a news conference by blowing out the candles on a birthday cake. After this race of today, I know my decision [not to retire]

Pernilla Wiberg of Sweden, the 1992 Olympic giant slalom champion, fell on the first run and another pre-race favorite, Anita Wachter of Austria,



Heidi Zeller-Bähler: First victory.

SCOREBOARD NBA Standings EASTERN CONFERENCE 9 2 .815 6 4 .400 6 6 .500 6 7 .442 4 4 .600 4 0 .333 3 7 .300 700 543 545 590 455 455 333 WESTERN CONFERENCE Division
W L PCI
9 3 .750
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6 5 .545
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1 11 .083 ,727 ,636 ,583 L.A. Lakers 7 S .583 5 4 .556 5 S .500 0 12 .000

FRIDAY'S GAMES

33 27 25 22-107

3 26 23 21 22-102 N: Anderson 8-11 3-3 22, Cole L: Ellis 9-10 6-9 24, Vaught 9-11 3-4 21, Re-bounds—New Jersov 45 (Benjamin 9), Los Angeles 45 (Massenburg 7), Assists—New Angeles 45 (Massenburg 7), Assists—New Jersey 25 (Anderson 14), Los Angeles 24

M; Day 12-20 5-6 31, Boker 6-10 5-7 17; 1; McKey 9-15 1-2/0, Smits 11-15-8-13 30, Militer 9-15-2-42 2. Rebounds—Milwankee 37 (Carlon 7), Indiana 27 (D.Dayla 10). Assists—Milwankee 24 (Awardock 7), Indiana 21 (Jackson 9).

IAMIR, West 107, Assists—Miorni 3 (Sofley S), Detroil 25 (Hunter, Dumors S). Philodelphio 23 33 25 29—109 Minnesoto 19 16 15 21—71 P: Weatherspoon 9-15 9-0 19, Brodley 8-7 3-3 19; M: Locitiner 9-12 4-4 22, Rooks 4-7 6-6 14, Rebounds—Philodelphia 55 (Weatherspoon 8), Minnesoto 38 (Rooks 111, Assists—Philo-relphia) 21 (Brognes 2), Altoprochal 4, Bilder 4, detribito 28 | Borros 91, Minnesoto 16 | Rider 4|. Porfland 16 16 28 37 — 97 Calles 22 30 31 18—107 P: C.Robinson 9-283-419, Dryster 5-177-9 19. D: Meshburn 10-17 7-14 27, Jeckson 10-34 10-13 31. Rebounds—Portland 44 (Dudley 19), Del-los 43 (Jenes 16). Assists—Portland 23 (J.Ro-bhrson 7), Dallos 20 (Kidd 10). Okto

Jos & J.Jones 16). Assists—Portland 23 J.J.Robinson 7), Dallas 20 Ikidd 101.
Seattle 34 25 21 32—14
San Antonio 14 27 28 27—74
S: Paylon 8-17 5-8 21, Schremot 7-17 6-9 20;
Rebounds—Seattle 56 (Kemp 101, Son Antonio 31 (Robinson 11). Assists—Seattle 26 (Paylon 1). San Antonio 17 (A. Induson 51). 71, Son Antonio 12 (A.Johnson S1.

71. Son Antonio 12 (A_Johnson St. 24— M Utob 39 34 29 31—124 Utob 39 34 29 31—124 C: Placen 7-16 0-0 15, Foster 6-9 1-1 15: U: Motons 9-20 8-10 22, Spencer 6-11 7-9 19, Rehoeads—Chicago 40 (Simpakina Ti. Utoh 48 15-sencer 11). Assists—Chicago 25 (Placen Armstrong 41, Utoh 33 (Siockina 11). Detwer 21 22 22 19 2—165 Secremento 21 26 22 22 19 3—165 Secremento 1-23 4-4 33, Brown 7-10 1-2 II. Rehounds—Denver 57 (Mutombo 1-6; Socremento 48 1Pulvnice 131. Assists—Denver 21 (Pock 31, Sacramento 31 (Hurley 71).

(Pock 9), Sectomento 33 (Hurlet 9).

SATURDAY'S GAMES

Churtothe 17 28 34 26—105

New York 28 21 30 16— 95

C: Johnson 9-154-72, Mourning 9-239-1231;

N: Ewing 8-16-69 22. Horper 6-11 5-6 19, Rebounds—Charlotte 58 (Mourning 15). New
York 49 (Ewing, Ookley (4), Assists—Chartothe 16 (Howkins 4), New York 19 (Starts 7).

Boston 21 21 28 33—108

Philadelabitio 27 22 24 24— 99

B; Brown 6-11 10-11 22, Rodio 5-169-1119; P:
Barros 9-19-3-3-22, Molone 13-21 1-12 & Rebounds—Boston 51 Machines 12), Philadelphia 44 (Westherssoon 12), Assists—Boston 51 (Westey 7), Philadelabita 21 (Barros 7).

LA Lakers 26 21 34 21—112

Washington 12 42 22 4— 96

L; Von Exel 8-18-2-12. Ceptios 8-12-4-10;

W: MacLeun 9-14-5-6 23, Webber 9-10-4-8-22.

L; Von Exer #14 5-6 22, Webber #10 48 22, Rebounds—LA Lokers &3 (Cebullos 144, Wushimulon \$8 (Webber 28), Assist—LA Lokers 21 (Von Exel 13), Woshington 17 (Skilez 7), Golden State 23 17 25 22—67 Clevelund 22 22 24 23—101 G; Garling 5-73-6 12, Hordower 5-16-0-0 11.

C. Drock 4-3 3-3 In regrets 4-2 1-3 13 6: 5.5mith 51, Houston 27 [Smith 71, 5.5mith 51, 4-5 1-6 Blovlock 72] Smith 71, 5.5mith 51, 4-5 1-5 Blovlock 31, 5.5mith 51, 1-12 Blovlock 31, 5.5mith 51, 1-12 Blovlock 31, 5.5mith 51, 1-12 Blovlock 31, 5.5mith 51, 5

28 24 27 30—111 Sounds—Outlas 61 (L.Williams 11), Deni Boker 6-10 5-7 17: 1: (Pack 10), Assists—Dallas 20 (Kidd 6), 11-15-13 30, Miller 9: ver 24 (Pack 17), 23 26 36 23-166 27 29 21 34-111

How the top 35 teams to The Associated Press imen's callege basischad and fared this weekend;

1. Arkansas (8-1) lost to No. 3 Massochusotts 104-80. Nox1: vs. No. 14 Georgelown at Monniphis, Term. Sunday; 2. North Carolina (1-0) beat Texas 94-92. Next; vs. Pitisburgh, Tuesday; 2. Massochusetts 31-01 beat No. 1 Arkansas 104-80. Next; vs. No. 9 Kensos at Anahelm, Calif., Sahurday, Dec. 3; 4. Kentucky (1-0) beat

Tennessee-Martin 124-50. Next: vs. No. 22 Obia University, Wednesday; S. Artzene (2-11 beat Alasko-Ancharose 107-88 Priday; beat No. 19 Oktoboros 51, 73-43 Saturday, Next: vs. No. 12 Michigan at Auburn Hills, Mich., Wednesday. 6. UCLA 11-01 begt Cal State Northridge 83-

6. UCLA 11-0) bear Cal State North Idae 63-60. Next: vs. Kentucky at Anabielm, Calif., Soturday; 7. Maryland 12-11 did not ylay. Next: vs. Layela, McL. Tuesday; 8. Duke 12-01 beat Brown 80-36 Friday; beal Northeastern 93-76 Saturday. Next: vs. No. 16 Connecticut at Augurn Hills, Mich., Tuesday; 7. Kansas (1-0) beat Son Diego 83-65. Next: vs. No. 3 Massachuseits at Anabielm, Calif., Saturday; 19. Florida (1-0) beat Stetson 72-64. Next: vs. Bastan Califee at Augurn Hills, Mich., Tuesday. Fiorida (1-0) beat Stateon 22-64. Next: vs. Bos-ton College at Auburn Hitis, Mich., Tuesday, 11. Indiging (1-2) did not play. Next: at Notive Come. Tuesday: (2. Chaclanaff (1-0) beat Aus-tin Peary 106-72. Next: at Rutgers, Manday: 12. Michigan (2-1) did not blay. Next: vs. No. 5 Artzona at Auburn Hills. Mich., Wednesday; 14. Georgeform (0-61 did not play. Next: vs. No. 1 Arkansos at Memphis. Term., Sunday; 15. Wisconsia (1-0) beat Wright State 66-62. Next: vs. Wisconsin-Green Boy. Wednesday. 14. Competition (1-1) beat Ladgrafts (10-48.

Next: at Illinois-Chicogo, Wednesday, Nov. 33; 10. Syrucuse (8-1) did not play. Next: vs. Colgate, Tuesday, Nov. 22; 19, Gladbome Sixde (1-2) beat Jackson State 75-57 Friday: lest to No. 5 Arizona 73-63 Safurday. Next: vs. Southern Methodisi, Wednesday; 20. Virginia (1-1) did not play. Next: vs. North Corollan A&T. Wednesday, Nov. 30.

21. Villiamoru (2-1) lost to Minnesatu 85-64 Friday; beat Louisville 82-81 Safurday. Next: vs. Martist. Wednesday; 22. Genzilla Tech 11-19 beat Florida A&M. 112-56. Next: vs. Coastal Carolina, Manday; 23. Ohlo Userverstry 14-01 beat New Mexico State 84-60. DT. Next: at Kentucky. Wednesday; 24. Wate Fores (1-0) beat N.C.-Greensbara 75-55. Next: at Davidsat. Tuesday 25, Alabaana (1-1) did not play, Safurday 25, Alabaana (1-1) did not play.

Other Major College Scores

Friday's Games
Boston College 97, Cal Poly-SLQ 60
Boston U, 50, Rider 78
New Homosture 80, Holy Cross 73
Penn Sl. 90, Mount St. Mary's Md. 60
West Virginia 103, Robert Morris 62

West Virginia Ital, Robert Mort Saturday's Gotteel Army 92, Helbart 78 Baffola 71, Rubjers 88 Fordhorn 75, Adebant 89 Harvard 78, Balbson 58

LSU 106, SC Louisiana 80

Auburn 78, Lynn 70 Detawere 82, Delaware St. 80, OT Georgia 94, W. Carolina 67 Liberty 72. Mantreal-Anderson 66 N. Carolina St. 704, Prairie View 56 Ole Deminian 93, Tawson St. 75

erbill 75, Samford 51 MIDWEST . Ohlo 73. Heldelberg 44 Saturday's Geo Dayton \$1, Howard U. \$2 Depoul %. E. Illinois 73 Detroil 77, Wayne, Alich. 62 Missouri 186, Chicoso SI. 72 Northwestern 77, Alcam SJ. 64 Wichilo SI. 76, Southern Meth. 67 SOUTHWEST

Saturday's Games

stanters St. 79, San Francisco St. 63

tichoma BS. Cosola St. 74

para-El Paso 98, Belboyen 67

FAR WEST

Friday's Comes

Friday's Gemes
Idaha 69, Mantana Tech 61
Mantana 88, Simon Froser 65
S. Utoh 84, Humboldt St. 60
Washinston 64, E. Washinston 40
Setunday's Genes
Air Force 85, Novy 76
California 82, Texas Southern 69
Lovola Marymount 92, Cal SL-Hayward
Nevada 71, Rice 68
Orason 96, Wis-Green Bay 71 Oragon 14. Wis-Green Bay 71 Peoperdine 72, CS Dominguez Hills 66

TOURNAMENTS BIG ISLAND INVITATIONAL Semiflents
Purdue 84, New Orleans 71
towa St. 66, Va. Communiver Committee Bracket

N. lawa 75, Niagara 72 FRY'S INVITATIONAL Championship
Stanford 79, St. Peter's 71
Third Place
Butter 84, Colgote 74
GREAT ALASKA SHOOTOUT

Brigham Young 7s, Louisville 60 Minnesota 65, Villanova 64 Champlanship Minnesota 74, Brigham Young 74

Villenove B2. Lesisville B1
Consolotion Bracket
Arkeno (B7. Alesko-Anchoraye 88
Oklehomo 53, 75, Jockson 51, 57
Arkeno 73, Oklehomo SL A3 LAPCHICK MEMORIAL TOURNAMENT 51. John's 77, Bowling Green 64 Third Place

Pertiand 80. Dartmouth SI PEPSI-MARIST CLASSIC Marist 01, Vermont 60 Third Place inbia 41, Bucknell 58 PRESEASON NIT

Ohlo U. 84, New Mexico St. 89, OT Third Place Moshington 49, Memphis 48 SAN JUAN SHOOTQUT Semificuls
Illinois 65. Call. at Charleston 57

Virginio Tech IV, Neprosko S1 Cossolution Brocket American U., P.R. 95. Ala. Birmine Montana St. BD. NE Louisland 68 SNOOTOUT SPOKANE Third Place

Georgia St. 77, Yole 7 UNITED AIRLINES TIPOFF First Re Seton Hall 69, S, 11thouts 56

Top 25 College Results

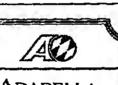
New the top 21 feares in The Associated Press' callege feetball poll fored this week; 1, Rebreska (12-9) best Oklohoma 13-3 Friday, Next: vs. YBB. Orange Bowl, Jan. 1: 2, Pean Stote (11-0) best Michigan State 57-31. Next: vs. No. 12 Oreson, Rose Bowl, Jan. 2: 3. Alphoma (11-0) did not shay. Next: vs. No. 4 Florida. SCC Chample and shapes and Alberta. Algborns (11-01 did not skor, Next; vs. No. 4 Florida, SCC Chomplonstép garma et Allento, Dec. 3; 4. Florida (9-1-1) fied No. 7 Florida Stote, 21-31, Next; vs. Alexborns, SEC Chomplonshia genre, Dec. 3; 5. Marni 110-1) beet No. 25 Boston Collège 23-7. Next; TBD.
4. Colorada 110-11 did not ploy. Next; vs. TBD. Florida Bowl. Jon. 27. Florida Stote (9-1) lied No. 4 Plorida, 31-31. Next; TBD: 2. Texas A&M 110-9-1) did not ploy; sesson com-

elete; 9. Apbers (9-1-(1) did not play; secson consiete; 16. Colorada State 119-11 did not siav. Next: vs. No. 20 Michigan, Holiday Bowl, Friday. Oec. 30. 11. Kansas State (9-2) beat UNLY 42-3. Next: vs. TBD, Alaha Bowl, Dec. 25; 12. Orayon (9-3) did not play. Next: vs. No. 2 Penn State, Rose Bowl, Jon. 2; 13. Virginiae (4-3) last to North Caralina State 30-22. Friday, Next: TBD; 14. data State (9-3) did not play. Next: TBD; 14. Citrus Bowl, Lan. 2; 15. Unat (19-2) did not play. Next: vs. TBD, Freedum Bowl, Dec. 22. 14. Arizona (9-3) beat Arizona Stote 25-22. Next: TBD; 77. Scottanta Cal (7-3-)) Next Norte 16, Arksons (8-3) beet Arksons Stote 28-22, Next: TBD: TX, Seethar's Cai (7-3-1) filed Native Dome 17-17, Next: TBD: 18, Virelaila Tech (8-3) did not pitsy. Next: TBD: 19, Mississippi State (8-3) beet Alissimalopi 21-17, Next: TBD: 22, Alichigae (7-4) did not pitsy. Next: Vs. No. 10 Calerodo Stote, Holidov Bowl, Dec. 30.
27, Morth Carellins (6-3) did not pitsy. Hext: TBD: 22, Servicess (7-4) leat to West Vireltina 13-0. Thersday, Next: TBD: 23, Evisbour Yesse (14-3) did not pitsy. Next: No. Chiohoma, Copper Bowl, Dec. 29: 24, Washington State (7-4) did not pitsy. Next: TBD: 22, Beston College (4-4-1) fast to No. 5, Missini 22-1, Next: TBD: 4-4-11 fast to No. 5, Missini 27-1, Next: TBD.

Other Major College Scores

EAST Apodiachian St. 17, New Hampshire 10 SOUTH Bettune-Cookman 27, Florida A&M 24 E. Kentucky 20, Boston U. 21 James Modison 45, Tray St. 24 Louisville 34, Taiso 27 Marshall 49, Middle Term. 14 McNeese St. 38, Idaha 21 Southern U. 34 Grambling St.

Tennessee 65. Vanderbill 0 SOUTHWEST LSU 30 Arkenses 12 FAR WEST Boise St. 24, North Texas 20 Fresno St. 49, San Olego St. 42 Montono 23. N. towo 20 Missouri 32, Howall 32



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No. 2 (Published FIRST TESTS
New Zealand vs. South Africa, 3d day
Swedey, In Johannesburg
Here Zealand vs. South Africa, 3d day
Swedey, In Johannesburg
Here Zealand 1st Innians: 279 (all out)
New Zealand vs. Australia, 3d day
Swedey, In Sussame
Australia 1st Innians: 428 (all out)
England 1st Innians: 428 (all out)
England 1st Innians: 167 (all out)
Australia 2d Innians: 1847

INTERNATIONAL TEST

SUZGENARY ITALIAN FIRST DIVISION Brescie I, Bari 2 Florentino 2. Sampdorio 2 Forgila 1. Napoli 1 Genoo D. Cremonese 1 Lazio B. AS Roma 2

Registana D. Chattari O es: Pormo 25 points. Juventus 22. Stangardes: Promit 2 pours Jovenius 2: Florenting 22 Larlo 71, Roma 22, Bari 19, Fogsio 77, Cogdieri 12, Sampdorto 14, Inter 13, Millen 13, Cremonese 12, Torton 11, Genot 11, Nasoli 11, Padova 8, Brescia 2, Respica 2, ENGLISH PREMIER LEAGUE

Aston Villo I, Sheffield Wednesday I Arsenol D. Monchesler United 0 Blockburn 4. Queens Pork Rangers D Chelseo A. Everton 1 Crystol Poince B. Southampton 0 Leeds 1. Notlinghorn Forest 0 Liverpool 1, Toffenhorn 1 Liverpool 1, Toffenhorn 1 Monchester City 2, Wimbledon 0

ter United 35. Newcastle 34 Liverpool 30, Maiter United & Newtonia & Civerpol & Manhester City tingham Forest 28. Loeds 27. Manchester City 25. Chelsec 24. Norwich 24. Coveniry 22. South-ametron 27. Arseros 29. Crystol Policic 20. Tot-tenham 19. Sheffield Wadnesdoy 18. Wimble-don 18. West Ham 17. Queen's Park Rangers 16. Aston Villa 14. Everton 14. Le/cester 12.

DSWICH 11. GERMAN BUNDESLIGA VI. Bockum 2. Bayer Dentiopen 1
Werder Bretten 2. Scholke 1
Dryamo Dresden 1. Kortsruher SC 1
Bovern Munich 2. Bayer Leverhusen
Handurg SV & FC Kolserskutern 9
Bennach Manachen 3. Bennach Dehte Borussia Moenchens 3, Borussia Dorinte SC Freiburg 2, VIB Statisant 9 FC Cologne 2, 1860 Munich 1

Duisbury I, Eintracht Frankfurt D Standings: Borussia Dorthmood 24 points, Werder Bremen 23. Borussia Magnichech 19. Freiburg 19. Borech Mandch 19. Keitserslou-fern 19. Hamburs SV 18, Bayer Laverkussen 17. Kortsruner SC 17. VIB Stuttgort 16. Eintrucht

Verdinsen 18. Dynamb Dresden V. Bochum 8. 1860 Munich 7. Duisburg S. FRENCH FIRST DIVISION Poris-St. Germain D. Bordeaux D Lyan 1. Martiques D Coen D. Lens D Auxerre 4. Sochoux D Nice 3. St. Etherne D Rennes 2. Montpeller

Rennes 2, Monitrellier 2
Bastita 2, Monaco 2
Lillia 1, Le Havre 1
Cannes 0, Nantes 1
Staudises: Nantes 41 points, Ports-St. German 35, Lyan 33, Cannes 31, Auxerre 30, Strasbourg 30, Bordeaux 30, Letts 29, Montiques 27, Rennes 24, St. Etienne 21, Monaco 22, Metz 23, Bastia 21, Le Havre 29, Lille 20, Coen 18, Nico 18, Sochoux 18, Montpellier 15, DUTCN FIRST DIVISION Socrito Ratiordam 9 Willem 11 Tilburg 2 Rada JC Kerkrade 1, PC Urrechi 9

SIDELINES

Japanese Horse Wins Tokyo Race

FUCHU, Japan (AP) — Marvelous Crown of Japan outran co-favorite Paradise Creek of the United States down the stretch Sunday for a nose victory in the Japan Cup, the world's richest

Japan's Royce and Royce finished third, another 14 lengths back, in a field of 14. France's Hernando was fourth and the other favorite, Sandpit of the United States, finished fifth after being sandwiched between Paradise Creek and Royce and Royce in the

homestretch. The victory, worth \$1.74 million from a purse of \$4.03 million. raised Marvelous Crown's career earnings to \$4.16 million.

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Chinese Women Sweep Lifting Golds ISTANBUL (AP) — The World Weightlifting Championships ended Sunday with the Chinese women having won all 18 gold

ended Sunday with the Chinese women having won an 18 gold medals in the six weight categories in which they were entered.

They also now hold 27 of the 28 world records, having set 11 at the championships. The latest mark fell Saturday when Li Dan hoisted 107.5 kilos (237 pounds) in the 83-kilo class for the snatch mark of Chine's Li Veisson by 2 kilos marks. event. She broke the mark of China's Li Yajuan by 2 kilos en route to winning three gold medals for her team.

More Drug Tests Reportedly Failed

TOKYO (AP) — Chinese athletes other than swimmer Yanh
Aihua have tested positive for using banned substances at last
month's Asian Games, Kyodo News Service reported Sunday.

It said games officials did not name the athletes or identify their sports, or even give the number who tested positive. The offices of the games' organizing committee, the Japan Olympic Committee, the Japanese swimming federation and the testing laboratory were

closed and officials could not be reached for comment.

For the Record Gabriel Batistuta, the Argentine striker, scored for the 11th consecutive game in Fiorentina's 2-2 draw with visiting Sampdoria, breaking the Italian first division record set hy Bologna's

Ezio Pascutti in the 1962-63 season. Jan Apell and Jones Bjorkman of Sweden fought off match points in the fourth and fifth sets to beat Australians Todd Woodbridge and Mark Woodforde, 6-4, 4-6, 4-6, 7-6 (7-5), 7-6 (8-6), for the ATP Tour World Doubles title in Jakarta.

(AP) Danny Harris, the U.S. hurdler who was banned after testing

positive for cocaine in February 1992, was reinstated by the IAAF in the first use of its "exceptional circumstances" rule. Rugby union was officially accepted back into the Olympic movement at in a ceremony before the Wales-South Africa test match in Cardiff, but the sport isn't expected to become a part of

the Games until 2004 at the earliest. Spain will bost the men's 1997 European Championship in basketball and France the 1999 tournament, FIBA said, Earlier, it created an additional qualifying tournament for the 1995 tournament in Greece to allow for Yugoslavia's return to international competition following the partial lifting of U.N. sanctions. (AP)

Alox Amsterdom 2, Moostrichi 1
Vibesse Arnhem B. FC Volendom 9
RKC Woolneik I. FC Twente Enschede 9
PSV Eindhoven 4. Fevenoord Rolferdom 1
GA Engles Deventer 8. Heremvon 4
Dordrecht 79 8. Grantopen 1
NAC Bredo 2, NEC Milmoonn 9
Standanss; Rada JC Kerkrade 22 points,
Alox Amsterdom 22, Twente Enschede 20,
PSV Eindhoven 19, Fevenoord Rotterdom 17,
Williem II Vilburg 14, Vilesse Arnhem 14
Heremveen 14, NAC Brade 12, MVV Moonhichi 12, Utrecht 11, Sporto Rotterdom 11,
Volendom 11, NEC Nilmepen 10, Grantopen
10, RKC Woolevilk 7, GA Engles Deventer 7,
Dordrecht 79 6,
SPANISH FIRST DIVISION
Real Betis 9, Real Sockedad 0
Bercelona 8, Sevilla (
Deportivo Caruna 4, Real Volkodolid 0
Cetta 9, Real Ovledo U
Real Modrid 4, Teneritie 2
Lagranes 3, Volencia 2

tivo La Coruna 18, Zarragaza 17, Barcalona 14, Alhiefic de Bilbao 16, Betis 15, Espanol 14, Sevilla 12, Celfa 13, Valencia 12, Carnostela 12, Sporting de Gijan 1), Tener II: 10, Cviedo 10, Razins de Santonder 7, Alteito

The state of the s

World Cup Skiling

Results of the Women's World Cup Giant held Saturday Bernard 44 pates be Siglant held Subtractory through 45 pates Dr.
C.B.'s Runin Park City Utat, with some control theorem thee:
1, Held Sceler-Boster, Switzerland, 2 minutes, 22,03 accords; 2, Sobher Punzantoi, (toky, 27244). 2:22.44; 2. Vreni Schneider, Switzerland, 2:23.81; 4. Birph Heeb, Liechtenstein, 2:23.17;

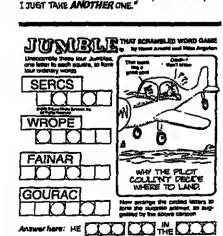
5, Mortonne Kjoerstod, Norwov, 2:22.0: 6. Martine Eril, Germany, 2:23.24: 7, Gro Kvis-log, Norwoy, 2:23.28; 8, Korin Roten, Switzortric. 2:23.75; In. Ursky Hrovot. Stor

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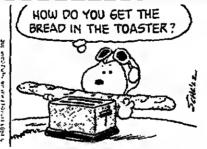
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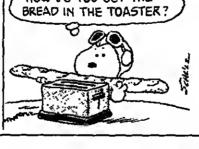


















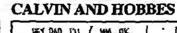


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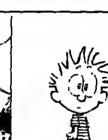










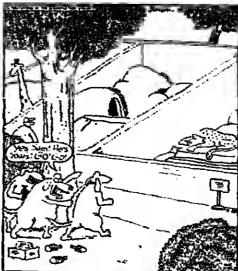




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SPORTS

On 28-Point Last Period, State Ties Florida, 31-31

Bobby Bowden is one of the higgest gamhlers in college football, but he played it safe after Florida State staged one of the greatest comebacks in NCAA

The seventh-ranked Seminoles scored 28 straight points in the fourth quarter Saturday to tie No. 4 Florida, 31-31, in Tallahassee. Florida State might have won had Bowden gone for the two-point conversion following Rock Preston's four-yard touchdown run with 1:45 left,

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COLLEGE FOOTBALL

but he sent in Dan Mowrey for the extra point that tied the score.

"It was just too good a comehack to risk losing," said Bowden, known for his willingness to take risks with trick plays and other unorthodox moves.

Bowden said he thought Florida State had enough time to get the ball hack and drive for the winning score. The Seminoles did regain possession with 22 seconds remaining at their 29-yard line, but the clock ran out when quarterback Danny Kanell couldn't get out of bounds after an eight-yard scramble to the Florida 43.

Kanell led the Florida State comeback, throwing for 232 yards in the fourth quarter and completing 16 of his last 17 passes. It was the kind of performance the Seminoles got last year from Charlie Ward, the Heisman Trophy win-

If Florida State had made a two-point conversion and won, it would have been the greatest fourth-quarter comeback victory in Division I-A history. Washington State overcame a 21-point deficit in the final period to beat Stanford 49-42 in 1984

game were 31 points by Ohio State against Minnesota in 1989 and Maryland gainst Miami in 1984. Both teams trailed 31-0 before rallying to win.

Although the tie ended slim national title hopes for Florida State and Florida, it won't have a big impact on their bowl

champion, Florida State (9-1-1) is guaranteed a berth in one of the major bowl coalition games — the Sugar, Fiesta, Cotton or Orange.

Bowl if it beats No. 3 Alabama in next week's Southeastern Conference title game. The loser will play in the Citrus

Dame 16. Four plays later, Shawn Walters scored on a one-yard run.

No. 19 Mississippi St. 21, Mississippi game. The loser will play in the Citrus

No. 2 Penn St. 59, Michigan St. 31: At State College, Pennsylvania, Ki-Jana Carter made a final push for the Heisman Trophy with five touchdowns and Penn State (11-0) overcame another poor defensive performance en route 10 the Rose Bowl to face Oregon.

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The loss was the last game for Miehigan State's coach, George Perles, who was forced to resign after 12 seasons with the Spartans.

Carter gained 227 yards oo 27 carries. It was his ninth 100-yard game of the season, breaking a Penn State record held by Lydell Mitchell, John Cappelletti and Blair Thomas.

No. 5 Miami 23, No. 25 Boston College 7: At Miami, the Hurricanes forced four second-half turnovers and all but clinched e berth in the Orange Bowl oo Jan. 1 against top-ranked Nebraska.

The Hurricanes (10-1, 7-0) struggled offensively against the No. 25 Eagles and trailed 7-3 at halftime. Second-half turnovers led to both touchdowns hy Miami, which ranks first nationally in total defense and scoring defense.

Boston College's Mark Hartsell threw three interceptions in the second half and lost a fumble that Corwin Francis recovered at Miami's 33.

No. 11 Kansas St. 42, UNLV 3: At Las egas, J.J. Smith rushed for 227 yards and two touchdowns and quarterhack Chad May ran for two scores. May was 8-of-13 for 126 yards and a touchdowo despite winds gusting to 40 mph (65

Kansas State (9-2) is heading to the Aloha Bowl, while UNLV (6-5) will play Central Michigan in the Las Vegas

No. 17 Southern Cal 17, Notre Dame The biggest deficits overcome in a 17: At Los Angeles, Southern Cal scored ame were 31 points by Ohio State a late touchdown after blocking a field goal to salvage the tie.

Both the Trojans (7-3-1) and the Irish (6-4-1) are probably bowl-bound, hut Notre Dame fell one victory short of guaranteeing itself a spot in a coalition

Midway through the final quarter. 1s-As the Atlantic Coast Conference rael Ifeanyi blocked e 37-yard field goal by Notre Dame's Stefan Schroffner, and USC's Sammy Knight picked up the hall and returned it 56 yards to the Notre Dame 16. Four plays later, Shawn Wal-

and Michael Davis each ran for over 130 Brook Bertinger scored the game's only showdown.



Coach Steve Spurrier, watching the Gators' four-touchdown lead vanish.

the second straight year.

Mississippi State (8-3, 5-3 SEC) is bowls. Ole Miss (4-7, 2-6), placed on yards. NCAA probation a week ago, lost six of its last eight games.

13, to gain a five-way share of the Southwestern Conference championship.

📕 In a Friday night game:

vards as the Bulldogs beat the Rebels for touchdown an a quarterback sneak and Nehraska's defense made it stand up as the Cornhuskers (12-0) had trouble with probably headed for the Peach or Gator Oklahoma's defense, managing only 302

But the Socoers (6-5) got only 47 yards in the second half and didn't get a • Elsewhere, Rice beat Houston, 31- first down in the fourth quarter.

Nebraska's fourth straight Big Eight title earned it another trip to the Orange Bowl, where Nehraska was beaten hy No. 1 Nebraska 13, Oklahoma 3: Florida State last year in a national-title

Miami Bombs Jets, 28-24 To Widen AFC East Lead

Just when the New York Jets had first place within their grasp, Dan Marino and Mark Ingram snatched it away in

spectacular fashion. The Miami Dolphins solidified their hold on the top spot in the American Football Conference East on Sunday as Marino hit Iogram for four touchdowns, the winning one with 22 seconds to go. Marino completed 24 of 30 passes in the second half, fueling a splendid come-back for a 28-24 victory in East Rutherford, New Jersey.

The Dolphins (8-4) hold a two-game lead in the division thanks to their offensive heroics after they fell behind, 17-0 and

New York (6-6) has not been in first place this late in the seasoo since 1986. The only National Football League team without a division title since the merger, the Jets appeared ready to make the move as they domi-nated the first 40 minutes. Boomer Esiason found Johnny Mitchell for two TDs, while Rob Moore and Art Monk both had more than 100 receiving

But even with the Jets in con- ers over the last two quarters as trol, Marino showed who's boss. He hit 5 of 6 passes on a 67-yard drive, connecting with Ingram for a 17-yard TD over rookie Aaron Glenn.

Troy Vincent's interception at the Miami 37 gave Marino another chance early in the fourth quarter. He needed only five plays - all completions to go 63 yards, with Ingram taking a 28-yard pass for the score. Suddenly, it was 24-21, Marino, who enjoyed perfect

protection all day, got the ball again with 2:34 remaining. He completed 7 of g in taking the Dolphins 84 yards, victimizing cornerbacks Glenn and James Hasty on ne. ly every play. Ingram's tour touchdowns

tied a team record as Miami napped a two-game slide.

Esiason had a hot hand early, but the Jets got only Nick Lowery's 24-yard field goal on Lowery's 24-yard field goal on two long drives. Esiason hit 6 of ball, George, who was 26 of 46, and cootrolled took the Falcons 87 yards in 12 the second half.

play march.

his first full game in six weeks, Vinny Testaverde committed two turnovers deep in Houston territory but also threw two

NFL ROUNDUP

Browns overcame the still-reeling Oilers in Cleveland. Leroy Hoard ran for 103 yards and two touchdowns for Cleveland (9-3), which handed the Oilers (1-11) their eighth

Testaverde, whose playing time had been limited since he sustained concussions in coosecutive games against Cincinnati and Denver last mooth,

was alternately awful and hril-But he was oo target when he had to be, throwing a one-yard touchdown pass to Frank Hartley, the first of Hartley's career, early in the second quarter, and an Il-yarder to Brian Kinchen later in the period. The Browns' defense, which has given up the fewest points in the NFL, took it from there, hlanking the Oil-

and heavier. Falcons 28, Eagles 21: In Atlanta, Jeff George threw for 364 yards and combined with Terance Mathis on two touchdown passes to lift Atlanta over Philadelphia despite a 91-yard touchdown run hy Herschel

intermittent rain grew steadier

Walker Waiker's run, the loogest from scrimmage in the NFL since Bo Jeckson went 92 yards for the Raiders five years ago, gave the Eagles a 14-13 lead 2:45 into the second half.

But neither three interceptions nor the run seemed to bother George, who promptly marched the Falcons 67 yards in six plays, capping it with e 7yard TD pass to Mathis, who finished the day with 124 yards

third-down conversions in a 15-play march. plays capped by Craig Hey-ward's 5-yard TD run. Three Browns 34, Oilers 10: Playing completions on the drive were to Mathis, who has 90 for the season for 1,073 yards.

Philadelphia got one score back with 4:22 left on Walker's toochdown passes as the 2-yard run, set up by Eric Alleo's ioterception, the third

thrown by George. But rookie Anthony Phillips ham on the first play after Philadelphia intercepted Randall Cunnin adelphia got the ball back with 2:25 left on their own 43. And the Eagles couldn't get a play off after Cunningham completed a 61-yard pass to Victor Bai-ley at the Atlanta 19 with 11 secoods left and oo timeouts.

Buccaneers 20, Vikings 17: In Minneapolis, Michael Husted kicked a 22-yard field goal after a fumbled punt early in overtime, giving Tampa Bay the vic-tory over the Vikings. It was Minnesota's third straight loss and it's worst performance of the year.

Minnesota (7-5), which needed a 40-yard touchdown catch by Qadry Ismail and a 2-point conversion just to force overtime, entered the game in a first-place tie with Chicago in the NFC Central. Husted's winning kick at 12:52 of overtime snapped a

six-game losing streak for Tampa (3-9) and prevented the Bucs from losing 10 or more games in their 12th straight season. The Vikings were playing

their third overtime game in six More than 16,000 fans stayed

home rather than risk driving in Minnesota's first snowstorm of the season, and many more had left after Husted's 22-yard field goal gave the Bucs a 17-9 lead with 5:24 to play.

But the sparse crowd that remained roared for the first time all day as the Vikings forced Tampa to punt, giving Warren Moon one last chance from midfield with 26 seconds left. But Moon threw three straight incompletions.

Tampa led 14-9 at halftime and cootrolled the hall most of

Heisman Hopeful McNair Goes Down Firing Away

Compiled by Our Staff From Disposches YOUNGSTOWN, Ohio -Steve McNair has demonstrated before a national U.S. television audience and in a playoff game that, despite injury, he is indeed a formidable fontball team, however, proved infinitely mightier.

The final score was Youngstown State 63, Alcorn State one is tempted to simply write

McNair — 20, in Friday's firstround game of the Division 1
scramble," said Youngstown's
coach, Jim Tressel, "we came et
him from all sides." round game of the Division 1-AA playoffs.

The Heisman Trophy contender, who had pulled a hamstring in the previous week's saw more people rushing at him game, had not practiced with his team all week. He was unable to run, a major part of his arsenal, or to throw with accus-

tomed velocity. Despite this, he threw a Division I-AA playoff record 52

er mark. All three of Alcorn's touchdowns came on McNair's

But he also was intercepted three times by top-ranked Youngstown State. And with player. The Youngstown State his mobility limited, he was an easy target for a defense that sacked him six times and forced seven turnovers.

"When we saw that he couldn't

"In his four years as a start-ing quarterback," said Cardell Jones, the Alcorn coach, "Steve McNair broke the previous I-

AA playoff passing mark of 78 by Rhode Island's Tom Ehrhardt against Forman in 1985. His completions eclipsed the 44 of Mississippi Valley State's completions in 82 passes, and his 514 yards gained in passing Tech in 1984. (NYT, AP) (NYT, AP)



Isabelle Autissier leaving Cape Town with a five-day lead.

Autissier Leads BOC Fleet Toward Sydney

By Barbara Lloyd

New York Times Service When Isabelle Autissier returned home to France last month after her astonishing victory in the first stage of the BOC round-the-world race, she was recognized oo trains, planes and automobiles.

But nowhere was her identity more honestly revealed than on the taxi ride back to Cape Town's port, where BOC sailors were preparing for the oext stage of the race.

"Oh, you're the lady that won that race," the driver said to Autissier. "You know, the men here are not pleased at all that you won. Sorry about that."

In recounting the story in a telephone interview from Cape Town. Autissier was amused. "He was telling me that in a gentle voice," she said. "It was a joke, but I think it was true in a way."

"I am really sorry," she told him, "but I would like to do it again." Autissier's 35-day record from Charles-ton, South Carolina, to Cape Town put her five days ahead of the next 17 BOC competitors, all men. Steve Pettengill of the

United States came in second, and Christophe Auguin of France, the 1990-91 BOC defending champion, was third.

The 27,000-mile (43,500-kilometer) com-

petition resumed Saturday from Cape Town. And, like many of the other lone skippers, Autissier was itching to get going. A fleet of 13 boats set out for Sydney, Australia, the second leg of the four-stage BOC Challenge.

David Scully, who had rejuvenated the late Mike Plant's boat, Coyote, was at the start line but then headed back to shore. apparently with a mainsail problem. Four other boats, having arrived late in Cape Town, were to depart later.

The 6,700-mile passage to Sydney is apt to be harrowing, given the icebergs and storm systems that strew their route through the southern part of the Indian Ocean. Rather than a tactical match in relatively calm water, as was the first leg, the second phase of their voyage is apt to be a drag race through rough seas.

Although Autissier so far has sailed a smarter race than the others, her overall approach is likely to sustain her in the next stage, too. "I'm known as the girl that beat the men," said the 38-year-old Autissier. That's the way people see me. But I think they also realize that I did that because I went the right way with the weather, and because I was prepared. I made a lot of effort for that."

Her 60-foot sailboat, Ecureuil Poitou-Charentes 2, was well stocked for leaving on Saturday, her pantry including gifts such as dried ostrich meat, and dried tomatoes and hread from local residents. "It's very nice when you are oo board to have these things," said Autissier.

Pettengill was raring to go as well. The 43-year-old sailor was so focused that within an hour of arriving in Cape Town last month, he was seen rummaging around his boat's work shed in search of extra parts for going to sea again.

As with Autissier, Pettengill listened to his own advice in the first leg, and did well by it. By going west when others stayed east, he gained a speed advantage at the end that allowed him to bypass several other cootenders. Pettengill is sailing Hunter's Child, a 60-font sloop.

In the race to Sydney, Pettengill said, he believes there's less chance of going astray. But as for catching up to Autissicr, he can only hope. "It's doable," he said. "But I doubt I can do it in the next leg alone. I'll be driving my boat faster, and I'll be hoping that my boat is faster downwind than Isabelle's."

Alan Nebauer, the Australian skipper who rescued a fellow competitor, Josh Hall, from a sinking boat in Leg 1, began the race to Sydney with a time credit of 5.5 hours.

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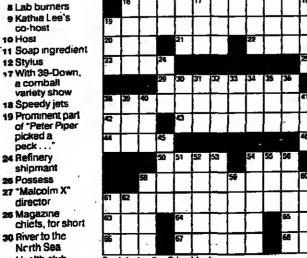
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Solution to Puzzle of Nov. 25 MISTING GLILIER
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Players Throw NHL Negotiations Into Confusion By Len Hochberg after taking two days off for Thanksgiving. They met from 4 to 7:30 P.M., then broke until

WASHINGTON - Negoti-

ations aimed at ending the 57day-old National Hockey League lockout have taken a curious turn, with the players ending the latest collective bargaining session with management after a half-bour, saying they needed more time.

It was not clear if the NHL Players' Association needed more time to review a proposal or to present one. Phone messages left for Bob Goodenow, the union's executive director, and Kelly Miller, an NHLPA vice president, were not returned.

But Steve McAllister, the union's head of communications, quoted Goodenow as saying, "These are very significant issues people are trying to deal with." McAllister said that upon leaving the joint meeting Saturday, Goodenow and his mediately caucused.

A rookie salary cap has been agreed to in principle, McAllister said, adding that Goodenow was working on the "parameters" of the issue — i.e., dollars. He said the league will be doing likewise before the next session. No new talks are scheduled.

Management and the union reconvened Friday in Boston Saturday morning. But after a half-hour, they were done.

· Management was prepared to spend the weekend negotiating. But the response of Commissioner Gary Bettman and his delegation to the union's re-

By Murray Chass New York Times Service NEW YORK - Major-

tation of a salary cap.
In the memo dated Nov. 22

"told us that unless there was a settlement or a counterproposal from the players that the owners' committee would recom-

"As long as the process is ongoing, there is hope," Bett-man said. "If the process breaks down, that speaks for itself, hut the process haso't broken

tiating stretch since the lockout began Oct. 1. It was learned that despite

the recent frequency of meet-

ings, none of the key issues - a rookie salary cap, salary arbitration, free agency and the allimportant tax on team payrolls had been agreed to in its The meeting was the sixth in entirety. The payroll tax had

quest to end the meeting after 10 days, easily the busiest nego- not even been discussed. Baseball Owners Likely to Impose 'Cap'

league baseball club owners are cap. prepared to take one of three steps when they meet in Chicago on Dec. 5, the players have ality, the owners will be left been told in a memo they received from the union, but management's most likely action will be a vote on implemen-

- a copy of which was obfellow NHLPA oegotiators im- tained by The New York Times -Donald Fehr, the head of the union, told the players that House to work with the two John Harrington, the owners' labor spokesman, stated the clubs' intentions at the last bargaining session last Saturday. Fehr wrote that Harrington

mend that the owners accept, a the owners can do whatever salary cap."

vote would probably be taken they want unless their action is at the owners' meeting on 5 December to implement the salary Given that neither of the first two possibilities will become re-

new economic system. To implement the cap unilaterally, the owners would have to declare an impasse in negotiations. They apparently are prepared to take that step in spite of the presence of Bill Usery Jr., a mediator asked by the White sides, and the possibility that the union will formulate a coun-

with the decision to install a

same week.

blocked by a court injunction. The union could ask the National Labor Relations Board to seek an injunction, but such injunctions are not easily obtained.

The two sides are scheduled to return to the Washington area on Monday, meeting separately with Usery that day, then resume negotiations Tuesday. The bargaining, however, could be brief because the players are expected to reject the tax proposal and the revised salary cap proposal that the owners made last week, and they will not have the counterproposal the terproposal at its executive owners hope to see.

"It is apparent," Fehr wrote board meeting in Atlanta that in his memo, "that the revised Declaring an impasse on the salary cap proposal we received eve of receiving a new proposal is the proposal that we expected would seem to be a contradic- the owners to make before they tory act, but a labor lawyer said unilaterally implemented the a Rethat rit by omon 3 Was party t thai have 1 had oved.

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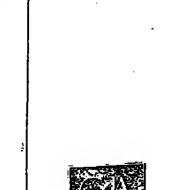
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LANGUAGE

Of Comparisons and Passed Mistakes

WASHINGTON — To test readers and to pull mail, I occasionally stud my political diatribes with mistakes in English. These studied solecisms not only make me seem human, but also provide the basis for the annual review in this nonpartisan space of the "Unfallpeople" file.

"Et tu, Salire?" writes Klaus Perls of New

York, adding: "Then, English, die!" What moved my corrector to this Caesarean mock-horror was this rhetorical question of posed in telling the secretary of state how to deal with North Korea: "Which works best, the promise of reward or the fear of punishment?"

Instantly spotting the misuse of the superlaove in place of the comparative, Perls notes: "I thought that in a comparison of two, the word is better better." He is correct, of course, though his parody of the conclusion to Shakespearean Caesar's remark to the stahbing Brutus ("Then fall, Caesar!") calls for the parallel Then die,

When I directed the Keystone Kops investigating the death of the White House lawyer Vincent Foster to "search for a Foster safety deposit box," John Gebhardt of New York gotchaed: "The term is safe deposit box. There's no safety involved; it's just a means of keeping deposits safe."

Not all my "errors" are grammatical. A highly paid lecturer once turned down a request for a freebie with "I could not love thee, Dear, so much/ Loved I not honoraria more." This grasping thought comes to mind in reviewing my words:
"At the Syracuse University commencement exercises, Robert B. Menschel, of Goldman, Sachs accepted his honorary Ph. D." To which William A. Moffett disease of the University I library in A. Moffett, director of the Huntington Library, in San Marino, California, responded: "An honorary Ph. D.? An honorary doctorate of laws, perhaps, or doctorate in humane letters, or some such honorifie - but Ph. D.s get their degrees, as the man says, 'the old-fashioned way: they earn it!' "

In tut-tutting about the passing of "The Year of the Woman" in politics, I wrote: "One sign of women voters' political maturity is that the moment of high-heeled shoo-ins has past." Most readers were so enamored of the play on highheeled shoe and shoo-in (taken from the fixed horse race in which the winner has been "shooed in" by corrupt jockeys) that they missed the

Not so Norman Lindsey, of Yardley, Pennsylvania: "Shouldn't past be passed?" A writer using the pseudonym of Ann/Ed Mirer of Highland Park, New Jersey, composed a poem: Once past is passed, only hereafter remains

Notwithstanding, norwithsitting. The moment is past, or the moment has passed? Not to equivocate, but gently elucidate.

Oceania

Elucidating this "mistake" requires a lucid explanation of the homophones past and passed. The shorter past may be a noun ("in the past"), a preposition ("drove past the house") or a modifier ("a past life"). When forming a verb, however, you need passed, the past participle of pass. The moment of high-heeled shoo-ins has passed, and any attempt to use "has past" should be passed up.

Sometimes a seeming error is a fishhook — a reaching-out for the accurate rendition of an anecdote that the author cannot otherwise find. To illustrate how the election of 1994 was not directed at all incumbents, I wrote: "On a summer's night many decades ago, at the triumphal Carnegie Hall dehot of the violin prodigy Yehudi Menuhin, the violinist Mischa Elman said to the pianist Artur Rubinstein: 'Hot in here, isn't it?' To which Rubinstein replied. Not for pianists.

"Your anecdote is inaccurately populated," writes Erik Tarloff, of Washington and Hollywood, "Although Mischa Elman was indeed present that hot summer night, his pianist-interlocu-tor was not Artur Rubinstein, but rather Leopold (Papa) Godowsky —a legendary wit, and the hero of innumerable musicians' stories — while the violinist making his American debut was Jascha Heifetz, a virtuoso whose uncanny technique was guaranteed to unnerve any fellow-fiddler.

Some will say that these "errors" are oot little devices of pedagogy, but are actual mistakes in English by me, of all people. That's the sort of pervasive, corrosive cynicism that President Clinton has roundly condemned.

What Americans call rubber chicken, the British call function fish; both refer to the food required to be consumed at large gatherings. The use of the noun function to mean "event," long a Standard English sense of the word, has been on the increase in the United States. From Bernard E. Ritzinger, of Seattle, a part-time bus driver, we have a spotting of a campusism that is catching on

"On assignment recently to the Kappa Kappa Gamma sorority at the University of Washington," he writes, "I learned a new word." He was waiting in his bus near the sorority house to take his passengers to a dance, and saw many of them visiting a fraternity house across the street. After two hours, he asked about the delay and was told

the young people were pre-functioning.

"They were socializing before the dance, or function," he explains. "Eventually I took a busload of young people to the function. When it was over, I returned them to the sorority house.

"Presumably," the Lexicographic Irregular driving the bus concludes, "those still able to function then went post-functioning."

Getting Under Your Skin, for Beauty's Sake

By Alexander Lobrano PARIS — Anne Semonin believes

I that beauty really is skin-deep.
"My approach is simple. Everyone has a different skin type depending on their age, health and lifestyle, so I customize my products after an initial diagnosis," says this vivacious Pari-sian cosmetician, who was a favorite of Princess Grace of Monaco for many years and who has a growing reputation among French, Swiss and, recently, American women for her beauty treatments and products. The extent to which Semonin's holis-

Tastemakers 📅 👩 An occusional series. about people for whom

style is a war of life



tic. New Age approach to beauty makes sense to a lot of women is reflected by the fact that beyond her own shops, her products are carried by bell-wether retailers like Barneys Madison Avenue in New York and Beverly Hills. Barneys Madison Avenue, the elegant new branch of this trend-setting New York retailer, chose Anne Semonin as the brand for its new topfloor beauty spa to open in March 1995. In Europe, Semonin plans to open her fourth beauty farm — after Paris, Geneva and the French winter resort of Megève - in the Italian ski

station of Courmayeur in March. Beyond the beauty-world facade of sensual superlatives and impossibly perfect models. Semonin's goal has been to create products that work.

"So many large manufacturers have invoked the old idea of inscrutable science as progress that many women no longer know what's actually in the products they put on their faces and assume that they wouldn't understand any real explanation anyway." Semonin says. "Women today have been led to expect almost instant results from a small expensive pot of face cream, when in fact a real improvement in anyone's skin occurs gradually from a regular regime of gentle cleaning and nourishing the skin."

Among Parisian women who follow

this route are Semonin customers like the actress Isabelle Adjani and the designer Paloma Picasso.

All of Semonin's growing range of products are natural and developed from her research in collaboration with small French and Swiss laboratories. Working with alcohol and fra-grance-free plant-based products, Semonin prescribes a specific weekly regimen corresponding to an individ-ual's specific skin problems, adding a precise dosage of trace-element min-erals and essential oils to several of her

Trace elements exist as tiny molecules that are easily absorbed by the skin and the lymphatic system of the face, and they work to feed and regen-erate the skin." Semonin said.

She says that many of the cosmetie treatments used by rural women in poorer countries are in fact more effective than those produced by the huge glamour laboratories. The further away from oature you

move, the less likely it is that you'll find honestly performing products,

Semonin says. Semonin a doctor's daughter, arrived at her approach to beauty care by working with a dermatologist in her native Besançon for 10 years and then through almost 10 years of experience with a private clientele and in her beauty farms io Paris, Megève and

"When I realized that marketing had corrupted the real idea of beauty products, I decided that I would create my own." she says.

"Many beauty products today work only superficially," she added. "Most face creams, for example, don't actually improve the skin but merely provide a temporary comfort. So many beauty products are more psychologically appealing than they are effec-As an example, Semonin says that

she's against one of the Holy Grail products of the beauty industry night creams. "You have to be careful with creams." she says. "Over the long run, they tire the skin by interfering with its natural acid-base cycles. "I'm also against special creams for the eye areas or the neck. The face must

be treated as a whole, not in segments." The basic Semonin routine is to "wake" the skin every morning with a misted spray of eau vivante, or ionized water, followed by an application of



Anne Semonin takes a holistic, New Age approach to beauty.

plant-based lotion, which brings the skin into equilibrium. Then a light base of plant-based emulsion, made from seaweed and sage extract, is applied before makeup; for very dry skin, a liquid version of this product is available. In the evening, makeup is re-moved with plant-based lotion; the skin is neutralized with a marine lotion, made from seawater and trace elements, and toned again with plant milk. Finally, instead of a night cream, a few drops of phytarosa oil are smoothed onto the skin.

Phytarosa oil is a product that Semonin is especially enthusiastic about. Working with plastic surgeons, re-searchers at the University of Concep-ción in Chile found in 1980 that musicrose oil was an excellent tissue regenerator. Semonin uses the oil as a base, to which she adds the essential oils of other plants, such as thyme, cypress, sage and geranium.

Beyond her regular regime, Semonin

offers a variety of specific treatments at

POSTCARD

her beauty farms, the most popular of which is what she calls a "freezing." or a deep chemical exfoliation. This process, which she recommends particularly to people from 30 to 40, takes 10 days, the first five of which involve twice-daily applications of o solution that produces a crust on the skin, which is then removed and the oew skin underneath intensively treated with various plant products and traceelement oils. Semonin says that the lasting benefits of this process, beyond improved skin tone and texture, are that it slows the appearance of wrinkles and renews the skin's capacity to absorb moisture.

Eyeing the future, Semonin doesn't see herself as part of the "international beauty supermarket," because in the end she believes that "small is beauti-

Alexander Lobrano is a Paris-based journalist who writes on travel and style

WEATHER

Forecast for Tuesday through Thursday, as provided by Accu-Weather. North America Showers will dampen southsestem U.S.A. mostly Florida. Most of the Eastern Sephoard will be brisk and dry. Ontario and the Great Lakes states will be cold with only spotty snows. Dry. cold weather will reach ecross the Plains; some rain will fall lrom Portland to Vancouver. Europe Western Europe will have dry weather. Tuesday will have a sessanable chile by mickweek moderate cold will span central Europe west through Britain and northern Ferrice. Central traly through Greece will have sun, it may become windy. Fog may be a problem from northern littly into Sagar. Clouds will hold sway or middle Chins to southwaspen with man and drit to small the second second for the second form of the second forms to Taiwan be warm with a low show Thundery downpouts to douce Sindagars to douce Sindagars to second forms.

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By Evelyn Nieves New York Tones Service HOBOKEN, New Jersey — It was supposed to change, but Frank Sinatra is

still this town's great unrequited love, the one that got away, got famous, came back, but won't commit. He doesn't call, he doesn't write. He just hangs there, high-cheek-booed and dewy-eyed, an icon on the walls of Hoboken's restaurants and barber shops.

More than a year has passed since Nancy Sinatra Lambert came to town raising hopes that a forever thing between Frank Sinatra and Hoboken was possible. Squired by the mayor, she toured possible sites for a Frank Sinatra music library and museum and said prospects looked prom-

The Old Trust Co. of New Jersey, a three-story building on cobblestoned Hudson Place, already looked like a museum, Lambert said she liked the stained-glas windows and three fireplaces. And she couldn't ask for a better location, across from the PATH station.

A Frank Sinatra museum io Hoboken. It seemed only natural, even if Washington, and New York, New York, were also in the running. Hobokenites were already popping champagne corks when Sinatro said the family would issue its decision in three months. That was taken seriously in a city that welcomes visitors from the Lincoln Tunnel with a big sign proclaim-ing itself the birthplace of baseball (an-

But the Frank Sinatra music library. conceived by Sinatra's three children to house his collection of music memorabilia. is still a maybe. That's better than a no to some people, worse to others.

other heartbreak story) and Frank Sina-

"What's it taking to make a choice?" said Rose Arguenta, standing on Washington Street, the main thoroughfare, hands indignantly on her hips. "There's only one choice to make.

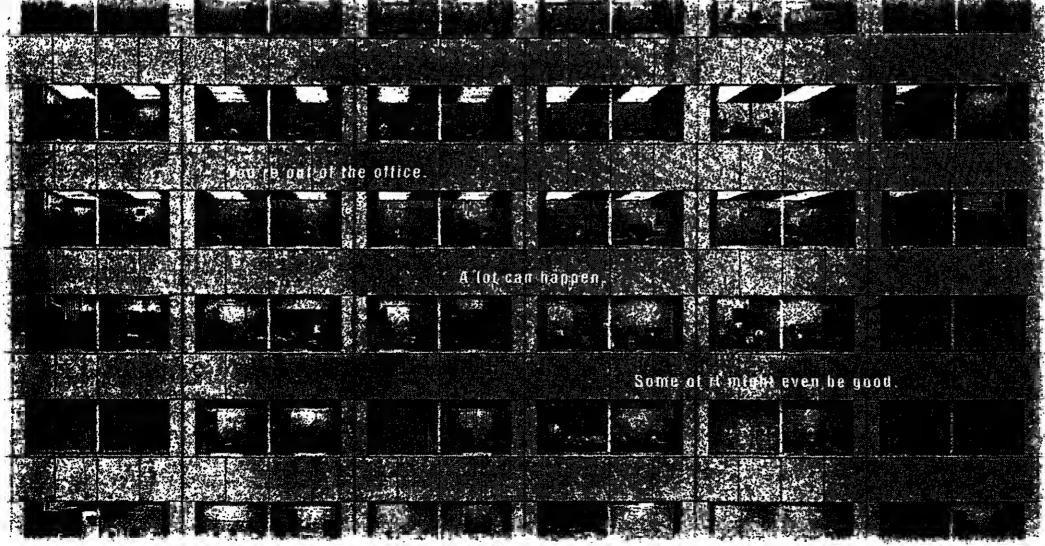
"It is kind of an insult to take so loog, said Ida Martinez. "It couldn't be anywhere else," son Gigante, Martinez's son.

Sinatra Music Museum? Ho-Ho-Hoboken Holds Its Breath "Me and my friends used to joke about all the Frank Sinatra songs they'd be playing in the pizza places," he said. "Now, they

man's pretty cool."

People can't help wondering if the Sinatras can't get past Hoboken's past, when it was Ho-Ho-Hoboken, butt of many jokes. When Frank Sinarra was born on the west side of town 78 years ago ("It'll be 79 in December," Arguenta remembered), the rents were dirt cheap, the people poor working stiffs, the streets filled with one tavern after another. (Some things haven't changed.) He wanted out, and when he left he said he wouldn't come back. The visits since have been brief.

Mayor Anthony Russo has been courting the Sinatras gently. A call here, a letter there. "I sent Frank a letter when he was at the Sands in Atlantic City," he said. He tried not to sound desperate. "I just reiterated the commitment and the love and the loyalty that the people of Hoboken have for him," he said. "And I just reminded him that we were still very interested in hosting his music museum.



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